

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 RETAILER'S JOURNAL. & TOBACCO NEWS.

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

Published on the 15th of every Month.

W. R. DANIEL & CO.,

The Premier House for MIXED PARCELS.

All brands of Tobaccos, Cigars, Cigarettes, Pipes, Pouches,
and Sundries at Rock Bottom Prices.

Prompt Delivery by our own Vans to all parts of London and Suburbs.

199, Borough High St., LONDON, S.E.,

London Depot for Wm. White & Son's "Allsorbo" and Glasgow Fancy
Colouring Clay Pipes. All shapes stocked in London.

Royal Navy

(Jamavana) Blend.

Packed in 1 oz. Packets and 2 oz. and 4 oz. Tins.

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.

COHEN, WEENEN & CO., London, E.

B. MURATTI, SONS & CO. LTD.,

TOBACCO AND CIGARETTE MANUFACTURERS,
MANCHESTER, LONDON, PARIS, BERLIN, BRUSSELS, and CONSTANTINOPLE.

Leading Popular Brands.

"ARISTON" in several sizes.
 "NEBKA" in two sizes.
 "LABAN" in 20's, 50's, and 100's.
 "EGYPTIAN BLEND" in 20's only.
 CIGARETTES (by weight) TURKISH, VIRGINIA, and
 EGYPTIAN BLEND, in 1-lb., $\frac{1}{2}$ -lb., and $\frac{1}{4}$ -lb. boxes.

B. MURATTI, SONS & CO. Ltd.,

Head Offices and Factory - - WHITWORTH STREET, MANCHESTER.
London Offices and Sale Rooms - 88, GRACECHURCH STREET, E.O.

TOBACCO TRADE BENEVOLENT ASSOCIATION.

(FOUNDED 1860.)

President:—WILLIAM KLINGENSTEIN, Esq.
Trustees:—BARON WINTERSTOKE of BLAGDON, J. S. GILLIATT, Esq.,
CHAS. E. LAMBERT, Esq.
Treasurer:—THOMAS DURBRIDGE, Esq.

Pensioners now receive £24 per annum. Temporary relief granted to necessitous Members of the Trade, their Widows and Orphans.

The work of the Association is carried on voluntarily, therefore practically without expense. DONATIONS AND SUBSCRIPTIONS will be thankfully received by the Honorary Collectors:

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Every Half-Guinea contributed carries with it a vote at the next Annual Election of Pensioners.

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C. VOGELSBERGER, Esq., 8, London St., E.C. (to whom all Communications should be addressed), and E. C. OSMAN, Esq.

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Watch your Profits

The following comparison of profits is of vital interest to you and all other Retailers who make business a study. It clearly shows the advantage of pushing the new brand of SEVEN UP NAVY CUT CIGARETTES at 7 for 1d.

Your old Profits 3/10

- (1) 5 a 1d. Cigarettes cost you 12s. 10d. per 1,000.
- (2) They sell at 5 for 1d., and therefore fetch 16s. 8d. per 1,000.
- (3) Therefore your profit on 5 a 1d. Cigarettes is 3s. 10d. per 1,000.
- (4) Now to sell 1,000 Cigarettes at 5 for 1d. there must be 200 sales.
- (5) Therefore on 200 sales of 5 for 1d. Cigarettes you make 3s. 10d. profit.

Your new Profits 4/2

- (1) SEVEN UP Cigarettes cost you 4s. 7d. per lb. (envelopes free).
- (2) In one pound there are 512 Cigarettes.
- (3) They sell at 7 for 1d. Therefore 200 sales amount to 1,400 Cigarettes.
- (4) Now, as 512 Cigarettes cost 4s. 7d., it is clear that 1,400 will cost 12s. 6d.
- (5) And, selling at 7 for 1d., these 1,400 bring in 16s. 8d.
- (6) Therefore on 200 sales of SEVEN UP the profit is 4s. 2d.

Result.

200 sales of SEVEN UP Cigarettes give you 4s. 2d. profit.

That is fourpence more profit than 200 sales of 5 a 1d. Cigarettes.

And at the same time the smoker—your customer—gets 7 Cigarettes for his penny in buying SEVEN UP NAVY CUT.

Can you afford to let your Competitors get ahead of you with this remarkable line?

Of all Wholesalers, or direct from the Sole Manufacturers:—

CARRERAS & MARCIANUS CIGARETTES Ltd.,

4 to 8, St. James Place, London, E.C.

Telephone 563 Avenue.

Telegrams—"CRAVENERAS, LONDON."

SINGLETON & COLE LIMITED,

Besides being Manufacturers of Tobaccos, Cigars, and Cigarettes, &c., &c., claim to be the originators of the

MIXED PARCEL SYSTEM.

Our **£5** MIXED PARCELS are now one of the leading and most useful lines in the trade.

We supply all goods and all makes in demand, on the best terms and at the lowest possible prices.

Why purchase in larger quantities oftentimes than you require, when you can get all you want weekly and fresh in a "Mixed Parcel" from us, and Carriage Paid?

We stock an almost endless variety of Tobacconists' Fancy Goods and Shop Fittings.

OPENING ORDERS are A SPECIALITY.

OUR REVISED GIGANTIC PRICE LIST will shortly be ready for distribution, and a postcard will bring a copy to you in due course. In the meantime, your inquiries for anything connected with the trade, imported or otherwise, will be highly appreciated.

We have a fine selection of BRITISH, MEXICAN, INDIAN, and MANILA CIGARS. If you are open to purchase, may we have the pleasure of quoting?

We strongly recommend you to stock "PASSION FLOWER" MIXTURE. The demand for it is increasing rapidly.

We study neither time nor trouble, and our sole aim is to please.

11-16, CANNON ST., BIRMINGHAM.

41, PARADISE ST., LIVERPOOL. 7, MILL HILL, LEEDS.
Also at SHREWSBURY, WALSALL, and WOLVERHAMPTON.

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OUR LATEST SUCCESS.

SWEET
GRAPES

5 a 1^d.

With Coupon for Presents.

PRICE
14s. per 1,000.
Less Discount according to
Quantity.

STOCKED BY ALL
WHOLESALEERS.

Manufactured by
B. MORRIS & SONS, LTD.
LONDON, E.

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, 1907.

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.

Advertisements of which proofs are required should reach us on the 8th of the month; samples can be dealt with up to the 10th.

THE GENTLE ART OF ADVERTISING.



THE days when firms could safely argue that quality was the only advertisement, and that they could rely solely upon the merits of their products and the recommendation of their customers, are gone, never to return.

Those who do not keep themselves continually before the public soon find that their rivals easily outdistance them, and wail that times are bad, when the truth is that they will not adapt themselves to modern methods. To-day advertising has become a fine art, and so urgent is the necessity to secure publicity that an amount of ingenuity is expended in the attempt to insidiously get it without payment, which, if devoted to legitimately pushing business, would render success certain. All editors are familiar with these would-be smart people, and we have had our fair

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.

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share of their kind favours, which we find ample room for in a specially large and strong waste paper basket.

There is hardly a firm of repute which does not employ expert assistance of one sort or another in preparing these advertisements in the most attractive guise, and despite all the much puffed schools of advertising, many leading manufacturers prefer to have their copy prepared in their own offices under their personal supervision. We are not concerned to discuss whether or not they are wise in so doing; each man knows his own business best. For our part we are at all times ready and willing to design advertisements for our clients entirely free of cost provided we get an order for a reasonable amount, and we supply any blocks required at the cost price to us. We are also always ready to purchase any good design which can be readily adapted to the varying requirements of the trade, but we find up till now that those sent to us for inspection are singularly lacking both in artistic merit and originality. The question which has specially agitated the minds of manufacturers of recent years is as to whether they get most results from the general Press or from trade journals, and naturally on this point we cannot pretend to impartiality. It is often argued, and argued with a great amount of truth, that if you can secure public attention in the general Press by bold advertising, you need nothing else, because you will then create a demand which will force retailers to stock your goods or run the risk of losing customers. This is all very well as far as it goes, but you must remember that selling goods and *pushing* goods are widely different things. After customers have satisfied the curiosity excited by the announcements on the hoardings and in the daily journals, they may turn for a change to other and newer equally advertised goods, unless you can secure the sympathy and support of the retailer, in which case he will push your goods, and introduce them to a host of people who otherwise would never think of buying them. If you do not secure his support, though he may be obliged to keep your brands in stock, they will be shoved out of sight behind the counter, while your wiser rival's specialities are temptingly displayed in the best positions. To secure this support you must make it worth the retailer's while and you must let him know continuously that you will do so, and this can best be effected by placing your advertisements in trade journals. There are very many of you all demanding a good display of brands which you have spent much time and energy in perfecting, and trade journals alone can effectively bring them to the notice of the man who can sell them. Create a demand among the public by all means, but follow it up by ingratiating yourself with the sellers, or much of the large sum you have to pay for creating this demand may be wasted. If anyone doubts this let him go to any fairly prosperous tobacconist's shop and note the goods that are displayed there, and he will doubt no longer. Already the country is full of Trust subsidised shops whose proprietors have not yet awakened to the danger they are incurring by handing themselves over body and soul to a vast organisation which one day may force upon them terms which will barely enable them

to live, and which even now gives them a very small return for their work. Independent manufacturers have seen the growth of the movement, and those who did not stem it by appealing to the trade through their recognised organs have seen their profits diminishing whilst the big "combine" has gone on waxing fat in prosperity till it threatens, like Aaron's rod, to swallow all the rest.

Yet the independent manufacturer not only to-day gives a much more generous profit to the retailers than the Trust, but he also supplies as good and very often better articles. These are facts which merit careful consideration, and frankly we refer to them also in our own interest as well as in that of the trade, and we are not ashamed to say so. We say that the outside manufacturers benefit nothing by advertising to the retailers who are bound hand and foot to push Trust goods; he wants to appeal to the cream of the trade—to the men of independent mind, who have resisted the insidious advances of the emissaries of the "combine," and resolutely pursue the policy of pushing only articles which are good in quality and which give them a fair return for their work. We assert that this journal reaches those men, and that they value its guidance and look to it to find the name of manufacturers who can be relied upon in every way. For this reason we confidently appeal for renewed support. Already our continued campaign against the Trust has brought us much help and sympathy, for which we are most grateful, but like Oliver Twist we ask for more, and when we get it we can and will extend our sphere of usefulness. There is no trade in which an independent journal is so much needed as the tobacco trade, for the Trust cannot be fought by half-hearted methods. We have waged war against it, and shall continue to do so. It lies with manufacturers to give us new weapons and fresh strength. Their interests are ours, and with their encouragement and co-operation we believe that a great deal can be effected even against so determined and well-organised an enemy.

Descending from the general to the particular, we would point out that we have schemes of advertising to suit all classes of manufacturers. Space does not permit of our giving full details here, but they will be supplied at once on application. We may point out here that our scheme of illustrated interviews is particularly suitable for large firms. We make a fixed charge for the interview, to include copies of the journal for distribution among customers and a running advertisement, and on the day of publication we announce our issue in the *Daily Telegraph*, drawing special attention to the interview. Moreover, our advertisements always face reading matter. We ask any business man to compare the advantages we offer with the plan of inserting advertisements among a host of others, where they are frequently overlooked. A bold advertisement in a good position facing attractive literary matter, and an interesting interview where it is sure to be seen, is a combination worth many pages inserted in the ordinary way. The price we charge, too, is lower than usual rates. We would merely ask manufacturers can they afford to spend large sums in the old-fashioned way? This is an

age of keen competition, and nowhere is it more keen than in the tobacco trade. In order to succeed you must attract small as well as big fish. Not many of the small fish can afford the money for an expensive paper, and most have only time to read a brief epitome of trade news. In order that they may be able to get this journal, we supply them at one shilling per annum, post free. This, of course, involves us in heavy expense, but the benefits to our advertisers are well worth it. Moreover, we are continually distributing free copies, not out of date back numbers, but copies of the current issue. In this way we are constantly introducing the journal to new clients, and thus bringing our advertisers' goods before fresh customers. We ask for consideration of all these points, and we shall be pleased to give any further information required.

Retailers should see our own advertisement on page 3 of cover for particulars of our free post-cards. They reduce their trouble to a minimum, and as time is money we are sure they will be appreciated. All subscribers who send one shilling in stamps will receive journal post free for twelve months, and if they apply for them at the same time can have 25 post-cards free.

Imperial Tobacco Company's Sports at the Crystal Palace.

G. T. BUTCHER WINS THE LAMBERT CUP.

A large crowd assembled in the vicinity of the Crystal Palace sports arena on Saturday, August 31st, on the occasion of the third annual athletic meeting promoted by the athletic club connected with the London branches of the Imperial Tobacco Company. Included in an interesting programme were a trio of events open to the trade, and a creditable afternoon's racing was witnessed. Close finishes were the order, and rarely has such a splendid contest been witnessed as that in the open quarter, when a competitor wearing the colours of the Herne Hill H. —A. J. Hawkes, Archer & Co.—came through from scratch, and proved a popular winner by half a yard. In the sprint off scratch the Herne Hill member was incapable of conceding B. Rensch $7\frac{1}{2}$ and E. Beardsell 4, and obtained a third award. A feature of the meeting is always the two miles walk, and once again E. J. Webb and G. W. Simms renewed their struggles; but of late a worthy competitor, in H. Lane, has come to the front. However, Webb managed to gain a comparatively easy victory. Among the closed events, that which excited the most enthusiasm was the half-mile challenge race. G. T. Butcher, the holder, easily outdistanced the field, and, by virtue of three successive victories, secures the cup as his own property. He was a dual winner, carrying off the mile in comfortable style. Close struggles were witnessed in both the wheeling events, J. C. Butler securing the three miles by a length.

Officials:—Judges, Messrs. C. R. Butler, E. J. Lambert, W. A. Schriber, W. E. Faulkner, M. Symons, M. Salmon, C. H. Thomas, A. Buscall, H. Kent, J. Lamb, J. Samuels, Elgey, and Randall; Referee, Mr. C. R. Higgins; Handicappers, Messrs. J. Relf and F. Straight; Starter, Frank Smith; Timekeeper, Mr. H. Kent; Press Steward, Mr. J. E. Talbot; Hon. Sec., Mr. J. A. Nicol. Details:—

100 Yards Handicap.—Heat 1: T. J. Gascoigne, 5 yards, 1; A. Jones, $6\frac{1}{2}$, 2. Time, $11\frac{1}{2}$ sec. Heat 2: W. B. Ibbotson, scratch, 1; R. H. Sennett, $7\frac{1}{2}$, 2. Time, $11\frac{1}{2}$ sec. Heat 3: H. Matthews, 5, 1; W. Mills, $8\frac{1}{2}$, 2. Time, $11\frac{1}{2}$ sec. Heat 4: W. E. White, $1\frac{1}{2}$, 1; H. K. Elgey, $1\frac{1}{2}$, 2. Time, $11\frac{1}{2}$ sec. Final: Matthews 1, Ibbotson 2, Gascoigne 3. Won by inches; $1\frac{1}{2}$ yards. Time, 11 sec.

100 Yards Handicap (veterans).—Heat 1: E. Stanford, 2 yards, 1; W. H. Powell, scratch, 2; W. H. Shuter, 8, 3. Won by 2 yards. Time, $12\frac{1}{2}$ sec. Heat 2: J. Sterling, 14, 1; J. T. Burnham, 2, 2. Won by 4 yards. Time, $13\frac{1}{2}$ sec. Final: Stanford 1, Burnham 2, Sterling 3. Won by 2 yards; foot. Time, $12\frac{1}{2}$ sec.

One Mile Cycle Handicap.—Heat 1: G. W. Greenfield, 95 yards, 1; A. England, scratch, 2; F. J. Brown, 40, 3. Won by seven lengths. Time, 2 min. 31 sec. Heat 2: J. C. Butler, 10, 1; P. W. Chamberlain, 70, 2; G. W. Simms, 100, 3. Won by a wheel. Time, 2 min. 41 sec. Final: Chamberlain 1, Butler 2, England 3. Won by three lengths; wheel. Time, 2 min. 36 $\frac{1}{2}$ sec.

100 Yards Handicap (open to the trade).—Heat 1: E. Beardsell, Imperial Tobacco Company, York Road, 4 yards, 1; J. Golden, Rutter & Co., 5, 2. Won by a yard. Time, $11\frac{1}{2}$ sec. Heat 2: A. J. Hawkes, Archer & Co., scratch, 1; W. H. Page, Imperial Tobacco Company, York Road, 9, 2. Won by 2 feet. Time, $11\frac{1}{2}$ sec. Heat 3: R. C. Roberts, Lloyd & Sons, 10, 1; W. B. Ibbotson, Imperial Tobacco Company, York Road, 4, 2. Won by inches. Time, $11\frac{1}{2}$ sec. Heat 4: B. Rensch, B. Morris & Sons, 7 $\frac{1}{2}$, 1; A. Jones, Imperial Tobacco Company, York Road, 10 $\frac{1}{2}$, 2. Won by 2 yards. Time, $11\frac{1}{2}$ sec. Final: Rensch 1, Beardsell 2, Hawkes 3, Roberts 4. Close race, won by half a yard; a foot. Time, $11\frac{1}{2}$ sec.

100 Yards Handicap (boys).—M. A. Brooke, scratch, 1; H. C. Huggett, 28 yards, 2; S. Sharland, 9, 3. Won by a yard; 2 yards. Time, $11\frac{1}{2}$ sec.

200 Yards Comic Costume Race.—W. H. Page 1, A. Wastell 2, W. E. White 3.

Half-mile Race (for the Lambert Challenge Cup).—G. T. Butcher (holder) 1, H. Matthews 2, H. C. Salter 3. Won easily by about 50 yards; 30 yards. Time, 2 min. $14\frac{1}{2}$ sec.

80 Yards Ladies' Race.—F. Adolphus 1, M. Cuthbertson 2, B. Harold 3. Won by 2 yards. Time, $12\frac{1}{2}$ sec.

Quarter-mile Handicap (open to the trade).—A. J. Hawkes, Archer & Co., scratch, 1; S. C. Garrett, Stretton & Co., 24, 2; E. Beardsell, Imperial Tobacco Company, York Road, 18, 3; H. K. Elgey, Imperial Tobacco Company, Fulham, 20, 4; A. E. Gascoigne, Imperial Tobacco Company, York Road, 33, 5; R. C. Roberts, Lloyd & Sons, 40, 6. A splendid race. Won on the tape by half a yard; one and a half yards. Time, $54\frac{1}{2}$ sec.

Three Miles Cycle Handicap.—J. C. Butler, 25 yards, 1; A. England, scratch, 2; H. J. Brown, 100, 3. Won by a length; six lengths. Time, 7 min. 48 sec.

One Lap Obstacle Race.—W. Cooper 1, A. E. Stanford 2, D. R. Allen 3. Won easily by 40 yards; foot. Time, 1 min. 49 sec.

300 Yards Handicap.—Heat 1: A. Jones, 13, 1; A. French, 8, 2. Won easily. Time, $62\frac{1}{2}$ sec. Heat 2: C. Craig, 14, 1; A. E. Gascoigne, 12, 2; W. Mills, 16, 3. Won by 10 yards. Time, $59\frac{1}{2}$ sec. Heat 3: H. Matthews, 9, 1; W. B. Ibbotson, 1, 2. Won by 3 yards. Time, 37 sec. Final: Matthews 1, Craig 2, Ibbotson 3. Won by 6 yards; foot. Time, $35\frac{1}{2}$ sec.

Two Miles Walking Handicap (open to the trade).—E. J. Webb, Faulkner's, scratch, 1; H. Lane, Imperial Tobacco Company, York Road, 265 yards, 2; G. W. Simms, Wills', 130, 3. Walking well from scratch, Webb quickly overtook the field, and increasing his advantage, won easily by 60 yards; 12 yards. Time, 14 min. $12\frac{1}{2}$ sec.

One Mile Handicap.—G. T. Butcher, scratch, 1; C. Craig, 5 yards, 2; E. P. Fish, 145, 3. Won easily by 20 yards; 15 yards. Time, 4 min. 58 sec.

LORD WOLSELEY AND THE WEED.—Perhaps the best answer that can be given to the recently much-discussed question about the injurious effect of smoking is to mention that in all Lord Wolseley's campaigns he has made it a rule where possible to allow each soldier one pound of tobacco per month, which he considered a fair allowance. In Italy the military authorities recognise the weed as one of the comforts essential to the troops, and cigars are served out to them with their daily rations. In France there are 6,000,000 smokers, and of every fifteen there are eight who smoke a pipe, five who smoke cigars, and only two who are cigarette smokers. Still the French consume more than 800,000,000 cigarettes a year. The best cigars manufactured come from Cuba, the tobacco for which is cultivated in the famous Vuelta de Abajo district, west of Havana. This favoured spot is located on the banks of a river, the nature of the soil being such that in no other part of the world can leaves of such excellence be produced. The most expensive cigars made cost about 30s. each. The largest cigars come from the Phillipine Islands, some of them being eighteen inches in length. Italy has the reputation of manufacturing some of the strongest smokes in the world.—P. T. O.

St. George's (Hano) 1,400 lbs. of tobacco
In celebrating his
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Trade News and Notes.

St. George's (Hanover Square) Guardians estimate that 1,140 lbs. of tobacco and 85 lbs. of snuff will be used by the paupers during the ensuing six months.

In celebrating his 100th birthday, at Jamestown, Virginia, a man named Glover advised all young men to smoke, saying he had smoked since he was twelve years old.

Estate of the value of £50,538 has been left by the late Mr. JOHN ADKIN, the founder of the firm of Adkin and Sons, Aldgate, now incorporated with the Imperial Tobacco Co. Ltd.

6,500,000 ACRES FOR TOBACCO.—According to statistics compiled by an American tobacco merchant, 6,500,000 acres of ground are now required to grow the world's tobacco crop.

A REASONABLE REQUEST.—The drivers employed by the London County Council on their electric trams decided on August 23rd to send a petition to the Council asking that body to allow them to smoke while at work.

BLACK CAT CIGARETTES.—Readers are referred to Messrs. Carreras' advertisement on page 168 for particulars

of their football competitions in connection with Black Cat cigarettes. The idea is an excellent one, and as the prizes range from £20 to £1 the already enormous sale of this popular line should be greatly increased. Tobacconists should also note that they will also have chance of prizes ranging from £5 to 5s., as the winner's tobacconist receives a prize in every case. There is no form of competition so popular as the football competition, and we have no doubt that the scheme will be a gigantic success. Tobacconists can get entrance forms and attractive window bills on application.

TOBACCO EXPORTS.—The following figures, taken from an official report issued recently, illustrates strikingly the great increase that has recently taken place in the exports of British manufactured tobacco:—

	1897.	1904.	1906-7.
	lbs.	lbs.	lbs.
Cut	47,216	70,433	107,611
Roll	2,641	6,268	10,592
Cigars	4,104	12,830	18,464
Cigarettes .. .	43,746	119,978	580,828
Totals	97,707	209,509	717,495

GOOD NEWS FOR SMOKERS.—It happens frequently to all smokers to exhaust their supply of cigarettes while travelling, and the Sweetmeats Automatic Supply Co. have certainly earned their gratitude by giving them facilities for obtaining cigarettes at so many stations. Nevertheless the thousands who smoke Marsuma hand-made cigarettes have not hitherto found it possible to get their favourite brand. All this will soon be altered, as the Havana Cigar Manufacturing Co. have secured the contract for three years from a host of competitors, and we have no doubt that the Sweetmeats Automatic Supply Company will reap

a rich reward for its enterprise in giving the smoking world such excellent value for their money.

A NEW TOBACCO.—In this country we have heard little of tobacco in which there is no nicotine, which is somewhat surprising when we consider that there must be a fairly numerous body of smokers who, from reasons connected with the nervous system and the functions of the heart, would rejoice to learn of the existence of such a commodity. A recent American Consular report gives an account of the manufacture of "caporal doux," which is the name by which so-called "nicotineless" tobacco is known. We all know, of course, that the ordinary caporal is a Government monopoly, and that it is a mixture of French, American, and other tobaccos. But many smokers prefer a tobacco which is not so rank as that consumed throughout the length and breadth of France, and attempts have been made for some time past by manufacturers in Belgium to produce such an article. The French authorities have also watched with benevolent neutrality the attempts to meet the growing demands which have been made by enterprising French

chemists, and have finally decided that it is well worth the while to take up the matter themselves. Caporal doux is a luxury, and for this luxury the monopoly is prepared to cater at an advance on the ordinary price. When the caporal is treated by water the content of nicotine contained therein is reduced from 2½ per cent. to 1 per cent., and at the same time other matters disappear with the nicotine, and the weight of the product is thereby reduced by from 15 to 30 per cent. There is no secret about the process, which is simplicity itself. But extreme care has to be taken by the workman who presides

over the automatic washing machinery to secure uniformity in the results. We can now get at the Government shops packages of caporal doux at the rate of 80 centimes for 50 grammes. As for cigarettes, they are sold in packets of ten for 35 centimes, an increase in price of 5 centimes per packet. Between January and April the monopoly sold fifty million of the new cigarettes and about thirty tons of the tobacco, so that it looks as if the public view with considerable approval the enterprise of the Government. It is said that the flavour is insipid as compared with that of ordinary caporal, but this is a small penalty for the cigarette smoker to pay, as his twenty-five cigarettes contain only as much nicotine as he bought in the old packets of ten.

CONNOISSEURS SMOKE

TEOFANI'S

HIGH-CLASS
CIGARETTES.

PURVEYORS TO HIS HIGHNESS



THE KHEDEVE 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.

Fires.

RESCUE AT AN EAST END FIRE.—In the early hours of the morning of August 12th considerable excitement was caused in Burdett Road by a fire at a shop occupied by Mr. M. Lubin, tobacconist. Mr. Lubin, his wife, and two children were aroused through the room

THE FIRST OF A SERIES OF MONTHLY
Football Competitions
IN CONNECTION WITH
Black Cat Cigarettes

(PURE VIRGINIA OF THE VERY HIGHEST QUALITY).
10 for 3d. 20 for 6d.

The sales of Black Cat Virginia Cigarettes are so enormous amongst those interested in football that we have decided to have a Football Competition. This is the first. If it proves successful we shall continue it monthly during the football season. It will therefore pay you to carefully study the form of the leading clubs.

The competition is a matter of simple skill, and everybody who is at all interested in football should be able to judge the form of the clubs mentioned below sufficiently well to secure a prize. There is no entrance fee to pay.

£105 in prizes for the Month of September.

- 1st prize **£20** and to winner's tobacconist **£5**
- 2nd prize **£10** and to winner's tobacconist **£2**
- 3rd prize **£5** and to winner's tobacconist **£1**
- 50 prizes of **£1** each, and to winners' tobacconists, each **5/-**

What you have to do.

Please read Conditions carefully

and save your empty 10's and 20's packets and **ALSO** the little sealing bands round the outside of each packet.

All you have to do is to indicate the **WINNERS** in the matches named below, by striking out the losing team. If, in your opinion, the result will be a draw, then leave the names just as they are without striking either of them out. Matches abandoned or not played to a finish will not be reckoned.

Prizes will be given to competitors sending the nearest correct forecast on one form. You can send as many forms as you like, but each complete form must be accompanied by five (5) empty tens packets of Black Cat Virginia Cigarettes, and **ALSO** the five (5) little sealing bands which secure the packets round the outside. Competitors who do not send one sealing band for every packet will be disqualified. Of course, an empty twenty packet and the sealing band from it will count as two tens. Please note that empty boxes of fifty and one hundred Cigarettes will **NOT** be accepted—this competition is confined strictly to tens and twenties packets.

None but printed forms will be accepted. You can use the one below, but you can get as many printed forms as you like, free and

postage paid, by sending a postcard to Carreras, Limited, St. James' Place, London, E.C., clearly stating your name and address and saying how many forms you would like. Please write the word "Football" boldly on the address side of your postcard.

Do not forget that the latest day for receiving forecasts for the September competition is Friday, September 27th, 1907.

If two competitors qualify for the first prize, the first and second prizes will be added together and divided equally. If three competitors qualify for the first prize, the first, second and third prizes will be added together and divided equally, and so on. The same rule will, of course, apply to the tobacconists' prizes. In everything connected with this competition the decision of the directors of Carreras, Ltd., will be final, and all entries will be accepted on that understanding.

NOTE.—Write your name and address clearly on each form, and also the name and address of your tobacconist, because if you win a prize your tobacconist will also be entitled to a prize, as shown above.

Please cut out around this square.

Form to fill up.

(You can get as many of these forms as you require, free and postage paid. See particulars above.)
Strike out the losing team in each match. If you wish to indicate a draw, do not strike either team out, but leave them just as they are—we shall understand.

All forms, packets, and sealing bands must be received by Carreras, Limited, St. James' Place, London, E.C., not later than Friday, September 27th, 1907. Mark envelopes "Football."

Matches to be played on September 28th:—

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| PRESTON NORTH END | v. | WOOLWICH ARSENAL |
| MIDDLESBRO' | v. | BOLTON WANDERERS |
| MANCHESTER CITY | v. | SHEFFIELD WEDNESDAY |
| LIVERPOOL | v. | BIRMINGHAM |
| CHELSEA | v. | MANCHESTER UNITED |
| ASTON VILLA | v. | EVERTON |
| SWINDON | v. | TOTTENHAM HOTSPUR |
| MILLWALL | v. | NORWICH CITY |
| LUTON | v. | WEST HAM |
| CRYSTAL PALACE | v. | QUEEN'S PARK RANGERS |
| BARNESLEY | v. | FULHAM |

Your NAME.....
ADDRESS.....

Your TOBACCONIST'S NAME.....
ADDRESS.....

TO ALL TOBACCONISTS.

The above is a copy of the advertisements now appearing in the leading papers. Attractive window bills and Entrance Forms sent free and carriage paid to all Tobacconists applying for them.

Apply by postcard (mentioning this paper)—

CARRERAS, LTD., ST. JAMES' PLACE, LONDON, E.C.

which they occupied becoming full of smoke, and, finding that they were unable to get downstairs, they clambered through a window to a ledge at the back of the shop. They were unable to go further, and an alarm having been given, they awaited the arrival of the fire brigade. The firemen had to carry the family back through the house to the fire escape, which had been fixed at the front. By the time the rescued persons had reached the street the man was in a very feeble condition, being nearly suffocated, but he soon recovered consciousness. His wife and children were apparently no worse for their adventure. The contents of the shop were destroyed by the fire. It is supposed that the outbreak originated through somebody dropping hot cigarette ash into a box of cigarette papers, which smouldered several hours before bursting into flame.

Foreign.

TOBACCO IN MEXICO.—According to official statistics of the tobacco industry in Mexico for the fiscal year 1905-6, the number of factories in operation during that period was 491, and the amount of tobacco manufactured comprised 8,455,529 kilos. of cigarettes, 422,428 kilos. of cigars, 374,205 kilos. of cheroots, 31,700 kilos. of snuff, 80,699 kilos. of cut tobacco, and 6,264 kilos. of tobacco leaf, a total of 9,360,825 kilos., or about 2,594,000 lbs.

GREEK TOBACCO CROP.—In forwarding a report on the prospects of the Greek tobacco crop for 1907 the British Consul at Piræus (Mr. E. MacDonnell) remarks that, owing to the severe winter and subsequent drought, the plantations will probably be of smaller producing area than last year, while the yield will depend on the temperature and climatic conditions between now and September. Whatever these may be, however, it is not expected that the crop will reach half of last year's, which was itself poor and unequal to the demand. The insufficiency of last year's crop was not, however, greatly felt, owing to the fact that a large stock was held over from the heavy crop of 1905, with which the demand was met. This stock has now been used up, and the 1907 crop will be put on a denuded market.

CIGARETTE TAX IN GERMANY.—The Board of Trade at Luxemburg, Germany, has received, through the foreign office, a translation of a Convention between the German Empire and the Grand Duchy of Luxemburg establishing a community of interests as regards the taxation of cigarettes. A law providing for the taxation of cigarettes, cigarette tobacco and cigarette paper, came into operation in Luxemburg last July similar in all respects to the law which came into force in Germany on the same date. The contracting parties agree to regard their joint territories as identical for the purpose of the administration of these two laws. The despatch of goods liable to the cigarette tax from the German Empire into Luxemburg and *vice versa* is not to be regarded as exportation; and no freedom from taxation will be accorded in the country of origin to such goods passing from the territory of one party to that of the other.

GERMAN ENTERPRISE IN BAHIA. TOBACCO TRADE CAPTURED.—A consular report, just issued, on the trade of Bahia, Brazil, for the years 1904-6, says that during 1906 the quantity of tobacco exported amounted to 23,000 tons; during 1902 the export of that commodity amounted to 42,000 tons; during 1905 the quantity amounted to only 18,000 tons. From the point of view of the planters tobacco is an uncertain and unsatisfactory crop, and from the point of view of buyers thereof it frequently proves no less unsatisfactory. The export trade of tobacco from Bahia is controlled by a number of German firms, who exhibit much enterprise in connection with that business. They finance the planters; they despatch their agents into all parts of the interior of the State to buy on the spot; and, usually, they purchase, for cash down, the

tobacco crops when barely above ground. Such a method of trading obviously entails heavy risks, but, on the other hand, large profits are frequently made, and the fact that the German firms continue year after year to conduct business on the same lines would tend to prove that their methods work out satisfactorily for them on the whole. Practically all the leaf tobacco exported from Bahia goes to Germany, in the proportion of two-thirds to Bremen and one-third to Hamburg. A considerable quantity of twist tobacco of very oily character—which is known as "mangote"—goes to Bavaria, where it is manufactured into snuff. For trade purposes Bahia leaf tobacco is graded into some dozen qualities. No British firm in Bahia exports tobacco. It appears that tobacco manufacturers in the United Kingdom find it more convenient, instead of importing the article direct, to select out of the stocks at Bremen and at Hamburg such quantities of Bahia tobacco as they require for their business. The manufacture of cigars, which is an important and lucrative trade in Bahia, is in the hands of three or four German firms. Indeed, it may be said that Germans have secured for themselves the tobacco trade of this State in all its branches. Most of the cigars manufactured in Bahia are smoked within the limits of Brazil itself, chiefly in a green condition; but the manufacturers have succeeded, chiefly by means of bold advertising, in building up a considerable export trade also in Bahia cigars. Over 23 tons of cigars, representing a value of some £35,000, were exported from this State during the year 1906.

Law.

SEA-DAMAGED CIGARS.—An interesting dispute about cigars was disposed of before His Honour Judge Lumley Smith, K.C., in the City of London Court on August 22nd. Messrs. Mordecai & Sons, cigar dealers, 106, Whitechapel Road, sued Messrs. Charles & Co., proprietors of the buffet at Bishopsgate Station of the Metropolitan District Railway, for £29 *rs.* 7d., the price of fifty boxes of La Legitimidad cigars sold to their manager, Roberts. Mr. L. Green appeared for the plaintiffs, and Mr. Woolf for the defendants. Plaintiffs' case was that they bought a job line of heated and sweated cigars (which had probably been sea-damaged) from Morris & Morris, of Cullum Street, for 17s. 6d. per 100. The ordinary price of the same brand of cigars in good condition was about 30s. per 100. They told defendants the cigars were a job line, and defendants' manager bought 2,500 of them at 22s. per 100. An ordinary smoker would not know that the cigars were defective, but a connoisseur would detect an earthy taste upon getting through the cigar. Roberts changed his mind upon getting the cigars, and refused to have them. It was not true that they were sold as in good condition. Roberts thoroughly examined them, and smoked one before purchase.—Judge Lumley Smith: Does it sometimes happen that the first half of a cigar is better than the second half?—Mr. Mordecai: Not with good tobacco.—Judge Lumley Smith: I am glad you have never known it.—Mr. L. Green: Perhaps when we have our first smoke that happens, your Honour. (Laughter).—A representative of Messrs. Morris said the cigars were quite merchantable as a job line. A dealer would know that they had been heated.—Mr. Roberts, defendants' manager, said he was not told the cigars were a job line. He never gave a definite order, and when he discovered that the cigars were packed wet abroad and had sweated he refused them. One box as a sample was left with him. The fact that a cigar was heated would not come out at the beginning of the smoking, and an ordinary smoker of experience would soon tell it. That would not apply to a man who smoked a 2d. British cigar. (Laughter.) Cigars which were sea-damaged had a musty, hay flavour.—Judge Lumley Smith said it was not possible to judge a cigar after the first minute or two. He did not know which side to believe; and, while he did not think Mr.

Mordecai had come there to say that which he knew to be untrue, he could not find in his favour, except that the defendants must pay 11s. for the one box of samples left.

A TOBACCONIST BUSINESS. A WIDOW'S UNFORTUNATE VENTURE.—The sale of a tobacconist's business in Moss Side was the subject of an action in the Manchester County Court on August 13th. Mrs. Clara Swallow, a widow, now living in Beresford Street, Moss Side, sued Mr. John Gibson Wood, a former tenant of the shop, and Messrs. W. Smith, Bailey & Co., of Market Street, who acted as his agents for the disposal of the business, for £90, alleging that she had been induced to buy it by misrepresentations. Plaintiff stated that when she saw the representative of Messrs. Smith, Bailey & Co. he assured her that the average takings of the business were £10 a week, and that when she went in there would be £20 worth of stock. As a matter of fact there was not that amount of stock, and most of what was there was proved unsaleable. Her takings never reached as much as £4 a week.—The defendant Wood stated that the stock was well worth £17 on the day the plaintiff entered into possession of the shop, and he was satisfied that the weekly takings were from £7 to £9. When he first approached Messrs. Smith and Bailey he told them he wanted £80 for the business, and later that he would accept £65 for the fittings without the stock. He expected they would keep their commission and hand over to him the remainder, but so far he had only received £10.—Mr. John Ewing, chief clerk to Messrs. Smith, Bailey & Co., asserted that when the sale of the business was entrusted to the firm Mr. Wood told him that the takings were over £9 a week. He denied that on any occasion he gave any guarantee as to what the business was producing. He admitted he had not gone fully into the circumstances of the business.—His Honour said he could not help concluding that the plaintiff had fallen into somewhat unfortunate hands. Mr. Wood made a statement to Messrs. Smith & Bailey which he could not substantiate, for there was no evidence whatever to show that the business ever produced from £7 to £9 a week, and it was therefore not only a false but a fraudulent and wicked statement. Then Mr. Wood in his turn had been unfortunate in falling into the hands of Messrs. Bailey. Mr. Ewing, the chief clerk of that firm, took no pains whatever to investigate the business. The only thing he seemed to have done was to endeavour to get £30 more for the business than he was going to pay over to Mr. Wood. If a business agent made such reckless statements as were made in this case it was fraud. As she had been in the possession of the business for some time the plaintiff was not entitled to have all her money back, but he would give her judgment for £50, and as Messrs. Bailey still held the money he would allow execution to issue forthwith.

PICTURE DEALER'S SUCCESSFUL CLAIM.—Before His Honour Judge Allen, in the Nottingham County Court on August 23rd, an interpleader action was heard in which Everett Read, picture dealer, of Park Galleries, Lenton Road, Nottingham, was the claimant, Messrs. Riley & Sons, Ltd., cigar manufacturers, Nottingham, the plaintiffs in the original action, and Edwin Sutton, an auctioneer, of Ilkerton, the defendant. Mr. J. B. Anderson was for the claimant, and Mr. H. P. Day for Messrs. Riley.—In opening the case Mr. Anderson said the facts were rather unusual. Messrs. Riley obtained a judgment against Sutton, and in default of the payment of the monthly instalments they issued a writ against him, and a picture, which was the property of Read, was seized. Read was a dealer in works of art, and at Christmas sent this particular picture to Sutton's auction mart at Ilkerton for sale. It was not sold, and was returned to Read. In March Sutton informed Read that Messrs. Riley were prepared to buy the picture, provided an arrangement were made that they should pay partly in cash and partly in cigars. Read gave instructions for the picture to be sold, promising Sutton the usual trade commission, and eventually the picture was sent to Riley's, where it remained for some time. Riley's then refused

to part with it, saying they had a lien upon it. There was not at that time any default in Sutton's payments, but later an execution was obtained, and the picture seized. Evidence having been given by Read, Sutton, and Albert Everett Read, son of the claimant, Mr. Day contended that there had been a sale outright from Read to Sutton by the reason that Sutton had the absolute disposal of the picture in his own hands to sell to whom he liked; that a price was arranged between them, and that previous transactions showed it was a direct sale and purchase between Read and Sutton. He contended that the picture came into Read's hands from Sutton, the true owner, in the nature of a pledge.—Thomas Riley, a member of the plaintiffs' firm, deposed to the arrangement between Sutton and himself. He understood it was Sutton's own picture, and Read's name was never brought up on any occasion, Sutton treating the transaction as one between himself and witness alone. The transaction was not completed because witness advised that the picture was not genuine.—His Honour found that the executing creditor (Riley's) had not made out that there was a sale between Read and Sutton, and gave judgment for the claimant with costs.

Obituary.

The death is announced of Mr. JAMES BANTON, tobacconist, Moffat, a prominent merchant of the town.

DEATH OF MR. F. L. TURTLE, J.P.—The death took place on August 24th of Mr. Frederick Locke Turtle, J.P., at his residence, The Villa, Aghalee, county Antrim, after a painful illness. Mr. Turtle was one of the best known members of the County Council of Antrim, with which he was connected since its formation in 1898, by reason of his position as chairman of the Aghalee Rural Council. On various committees connected with the Council he rendered splendid service to the ratepayers. He was a keen agriculturist, and took the greatest interest in that branch of the county work. In the southern portion of the county he was a very familiar figure, and was elected first chairman of the Aghalee Rural Council on the passing of the Local Government Act of 1898. In the efforts made for the amelioration of the floods caused by the Bann, which affected his district severely, he took a prominent part. Mr. Turtle was a director of the firm of Leahy, Kelly & Leahy, tobacconists, Belfast. He joined the Board on its inception in 1891, and since the death of Mr. Leahy he presided at the meetings. He was also connected with several other companies. Some time ago he was appointed a Justice of the Peace for county Antrim. In politics the deceased gentleman was a Unionist. He was a member of the Methodist Church, was unmarried, and was in his 47th year.

Police.

LEGGINGS OF TOBACCO.—A Dutch chairmaker, named Vandermeer, on landing at Gravesend, was found with squares of tobacco tied round his legs. The local magistrates allowed him to go on his paying 10s. duty.

A daring robbery was committed on the evening of Friday, August 2nd, at the premises of Messrs. Spencer, Kendal & Co., cigar importers, 5, Aldersgate Street. The whole of the stock was successfully removed by the thieves, who left no trace behind them.

SMUGGLED TOBACCO. FORTY POUNDS FINE AT I.W. COUNTY BENCH.—At Isle of Wight County Bench last month, Alfred William Henley, of St. Helen's, yacht's cook on the steam yacht *Joyeuse*, was fined £40 and costs for smuggling 22 lbs. of Cavendish tobacco and eleven ounces of cigarettes, which he brought ashore from the yacht. The Collector of Customs said the Commissioners

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looked upon the case as a very serious one, as yachts had privileges in regard to Customs requirements which were not extended to trading vessels.

THEFTS FROM AUTOMATIC MACHINES. "THOUSANDS OF MINERS' UNION CHECKS" FOR CIGARETTES.—At Ilkeston, on August 29th, Arthur Stone, aged 12, was charged with stealing a packet of cigarettes, the property of the Sweetmeat Automatic Delivery Company at the West Hallam Station of the Great Northern Railway, on July 20th. Defendant admitted inserting a metal disc in an automatic machine and getting a packet of cigarettes. A representative from the Company said since December last no less than £2 9s. 2d. had been pilfered from the machine at West Hallam Station by means of tin and metal checks. Thousands of miners' medals had been found in their machines, principally belonging to the Notts and Derbyshire Associations.—The Bench dealt with defendant under the First Offenders' Act.

SOUTH WALES TRAVELLER'S PLEA. CHARGE OF EMBEZZLEMENT AT BRISTOL.—Walter Lewis Conway (38) was charged at Bristol Police Court on August 23rd with having feloniously appropriated to his own use various sums of money belonging to the Bristol Clay Tobacco Pipe Manufacturing Company, of which firm he was formerly an employé. Mr. Seymour Williams, who appeared to prosecute, said that defendant had been in the employ of the prosecutors as a traveller, and it was his duty to go all over South Wales calling upon publicans and others soliciting orders for pipes, &c. He was provided with a pay-sheet, on which were the amounts owed by the different customers. He had to collect this money and give a receipt, and enter the transaction on the pay-sheet. It was alleged that he feloniously appropriated this money to his own use. Nearly all the receipts in the duplicate receipt book failed to correspond with the lawful payments. After a number of witnesses had been called for the prosecution, the defendant, on being asked by the Magistrates' Clerk if he had anything to say, pleaded that he had had a very hard struggle during the whole of this year. He had to keep a widowed mother, and the money he received from the company was nothing like sufficient for him to make both ends meet, his expenses in South Wales being between £1 and 30s. a week. He took the money for the purpose of increasing trade, but he intended to replace it later. Alderman E. J. Thatcher (the Chairman) said they had the power to send him to prison for sixteen months for the offence, but they were inclined to take a lenient view of the case, and he would have to go to prison for six weeks.

TOBACCO THEFTS IN LEEDS.—At the Leeds City Court on August 28th, Harry Doughty, of Elford Place, was charged with stealing a quantity of cigarettes, tobacco, &c., from his employers, Messrs. Singleton & Cole, tobacco merchants, of Mill Hill, Leeds, and William Davy, of Ewart Street, and William Nason, hairdresser, of Tong Road, were charged with receiving the goods knowing them to have been stolen. It was stated that for some time Messrs. Singleton & Cole had been missing quantities of goods. Lately they had their premises watched by detectives, and the result was that suspicion fell on Doughty. When questioned he admitted that he had taken goods from the premises, and handed them to Davy—who is employed at a china merchant's, also in Mill Hill—and the latter also admitted that he received them. Doughty made a statement, in consequence of which a detective visited Nason's shop. Nason then admitted that he bought goods from Davy, but he denied that he knew they were stolen.—On behalf of Doughty, Mr. W. H. Maude asked for lenient treatment, for Doughty, he said, suffered from a kind of consumption.—Mr. Hirst, Davy's employer, said he would take the young man back if he were released.—On behalf of Nason, Mr. W. Pullan said his client did not know he was committing any offence. He paid for the goods, and thought that was sufficient. He was prepared to refund to the prosecutors the value of the goods received. It was

stated that Doughty's father had handed £8 over to the prosecutors, as the proceeds of the sale of the stolen goods. Doughty was committed to prison for six weeks. Davy was bound over under the First Offenders' Act. Nason was found guilty of felony, but was discharged under the Larceny Act, 1861, on promising to make amends to Messrs. Singleton & Cole to the extent of £8.

AFTER THE SPORTS. SMASH-UP AT PENKRIDGE: THEFT OF TOBACCO.—At Penkridge Police Court last month, Benjamin and Mary Ann Luker, an aged couple, of Cannock Road, Penkridge, were jointly charged with stealing a box containing a quantity of tobacco, cigars, cigarettes, and matches, value 25s., the property of Edith Burd, of the Boat Inn, Penkridge, on Bank Holiday. Joseph Robert Burd, butcher, husband of the prosecutrix, said that at 11.15 p.m. on Bank Holiday Monday he was removing goods from the refreshment tent on the sports ground at Penkridge. When near the toll gate on the Cannock Road the horse took fright and ran away, and some of the things fell off the vehicle. About 200 yards further on the cart overturned, and the whole of the things were thrown into the road. Among a number of goods lost were an iron bath, a cheese-box, six bottles of whisky, and a box containing a quantity of tobacco, cigars, cigarettes, and matches. Witness reported the loss to Police-constable Finney, and next morning they went together to the house of the defendants, where they saw an empty cheese-box and a number of show-cards. Witness heard the defendants say that they had nothing else, but directly they had left the house the female defendant came after them and said she had a box with some tobacco in. No trace of the whisky had been found.—Maria Barnes, widow, of Gailey Lee, who was staying in the defendants' house for the night, said Luker entered at about 11.30, and said there had been a smash-up. He then went out again and returned with a bath and a cheese-box, remarking, "There'll be an outcry about these in the morning." Mrs. Luker then went out and brought back the tobacco-box.—Police-constable Finney said when he charged the defendants he found a cigar and some twist on the male defendant. The magistrates ordered the defendants to pay 18s. costs.

STEALING A PIPE.—At Norwich Guildhall Police Court, on August 22nd, before Messrs. W. H. Dakin (chairman), J. Moore, and G. Green, Thomas James Munding (27), newsagent, 36, James Street, Oxford Street, London, was charged with stealing a briar pipe, value 4s. 6d., the property of Messrs. Lambert & Sons. The manager of the prosecutors' establishment in the Royal Arcade (Mr. Richardson) stated that at about a quarter-past two o'clock on Wednesday afternoon a party of some twelve or sixteen gentlemen, who, he understood, had come from Yarmouth, and among whom was the prisoner, came into the shop together. They all started to give their orders at once, in what witness described as a hustling manner. Prisoner stood behind some of the others, near the end counter opposite the doorway, and while standing there witness heard a click on the glass case of this counter, upon which case stood a show-board containing half-a-dozen pipes when the party came in. Prisoner purchased some tobacco, and almost immediately left the shop. All but two members of the party had left, when witness noticed that a pipe was missing from the show-board. He made complaint to the couple left, and, saying that they would ascertain if any "of the boys" had got the missing article, they also went. Prisoner (to witness): Did you see me take the pipe?—Witness: No; it was not your intention that I should.—Police-constable Barnes spoke to receiving the information of the robbery from the last witness, and to searching for the prisoner, whom he overtook (with several others) in London Street. He called prisoner on one side, and told him he answered the description of the man wanted on suspicion of stealing the pipe, to which the prisoner replied, "I've got no pipe." Told that he would have to go back to the shop, he said, "We'll all go back together then." Putting his hand in his pocket, he mingled with his com-

panions, and tried to pass the pipe to one of these. Witness, however, seized his arm, and the pipe fell to the ground. On witness stooping to pick it up, prisoner ran away. Witness gave chase into Queen Street, where prisoner was stopped by a civilian and handed over to witness by Police-constable Smith. Asked if he wished to account for how he came into possession of the pipe, prisoner replied, "Some one kicked it out of the shop; I picked it up. I know I did wrong by not taking it back again." By Mr. Green: Several of the party returned to the police-station with prisoner, and one or two asked on what charge he had been arrested. Prisoner pleaded guilty. He said he had come with the party from Yarmouth. They were enjoying themselves together, and on coming out of the shop he picked up the pipe near the door. He would have gone back with it, but one of the party urged him to put it in his pocket. He did so. He was very sorry, and hoped the Bench would deal leniently with him, as he had never been in trouble before.—The Chief Constable informed the Bench that he had communicated with the Metropolitan police, and found they had known prisoner personally for several years, and considered him a very respectable man. Prisoner's brother-in-law, by whom he is employed, said prisoner was at the time spending his holiday at Yarmouth. He gave him an excellent character. For nine or ten years prisoner, he said, had been in the habit of dealing with from £50 to £60 weekly, and he had never been short one penny. Mr. F. J. Lambert, in reply to the Bench, said he had no desire to press the charge, and the Chairman said, in consequence of this, and prisoner's previous good character, the magistrates would deal leniently with him, and inflict a fine of £1, or 14 days.

Public Companies.

ALBERT BAKER & CO. (1898).—The directors have declared an interim dividend of 2½ per cent.

CARRERAS, LTD.—A dividend of 10 per cent., making 7½ per cent. for the year, has been declared by the directors.

SINGLETON & COLE.—The directors announce an interim dividend at the rate of 5 per cent. per annum for the past six months.

CUBA (LATE JAMES'S), LTD.—Registered 26th August. Capital £2,000, in £5 shares. Objects: To carry on the business of cigar and cigarette importers, cigar and cigarette merchants, tobacco dealers, tobacconists, coffee house keepers, dealers in aerated and mineral waters and other drinks, tea, coffee and cocoa dealers, refreshment caterers and contractors, proprietors of reading, smoking and recreation rooms, &c. No initial public issue. Registered office, 26, Bank Street, Bradford.

COPE BROTHERS' REPORT.—The report of Cope Brothers & Co. Ltd. for the year to June 30th, states that the profit and loss account shows a credit balance of £5,836, and after providing for debenture interest and all expenses of management, leaves a balance of £2,589, which the directors recommend should be carried forward. The directors regret that owing to the adverse conditions of the trade, which it is hoped may be of a transitory nature, the profits of the past year do not admit of the payment of a dividend.

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.

NEW LINES.

PAN CELTIC MIXTURE.—Messrs. Singleton & Cole have sent us samples of this now celebrated mixture, which we are glad to learn is showing continually increasing sales. The mixture is truly "subtly compounded," it smokes delightfully cool and fragrant, and at the very moderate price of 6d. per ounce is sure to secure the favourable opinion of all discriminating pipe smokers. Retailers should not fail to give a trial order, and they will find that smokers will pronounce it "an ideal blend."

MESSRS. SINGLETON & COLE'S NEW PRICE LIST.—Many of our readers have been anxiously inquiring as to this list, because there was a slight delay in sending it. The fact is that the firm have been simply inundated with applications, and could not send out lists fast enough to meet the enormous demand. It is before us as we write, and no tobacconist should delay in writing for it, for he will find it a veritable mine of information, and the prices quoted are astonishingly low. Everything is quoted alphabetically, and therefore comparison is easy. Messrs. Singleton & Cole have a great variety of their own specialties, and they will be found all of excellent quality, and once introduced will assuredly bring many repeat orders at a rate of profit which is extremely liberal. The fancy department is most complete, and here will be found a host of bargains which will bring up the average of profits. We have often urged the importance of attending to this branch of the trade, not spasmodically, at Christmas and other holiday periods, but persistently, and we would urge our readers to give trial orders and see the effect upon their returns. Those starting in business are very frequently victimised by much advertising and thoroughly unscrupulous people, who prey upon their inexperience, and we could tell many a harrowing tale of savings lost and ruin brought about by such rogues. Beginners should write to the firm, who will willingly give them valuable advice and supply them with really reliable and saleable goods. They may rest assured that they are in safe hands. Space does not permit us to dwell upon the many departments scheduled. Retailers should write, mentioning this paper, and they will have every attention.

SWEET GRAPES CIGARETTES.—Messrs. B. Morris and Sons, Ltd., have introduced a new penny packet which should have a large sale. Each packet contains five pieces, and the cigarettes are astonishingly good value for the money. Moreover, there is a coupon enclosed in each, and these coupons can be exchanged for a variety of handsome and useful articles, including gold-cased alberts, silver-mounted card cases, Morocco bags, silver pencils, pocket knives, stylographic pens, &c. For fifty coupons a gold-cased albert is given, and for 120 a silver pencil. This is certainly a bold bid for popular favour, and retailers should write to the firm for samples and particulars.

WANTED.—*Cigarette World and Tobacco News*, either bound volumes or complete years, 1905, 1906, and first three numbers of 1907. Must be in good condition. State price to "VERAX," *Cigarette World Office*, 32, Broadway, Wimbledon, S.W.

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,
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From the "London Gazette."

Receiving Orders.

BRICKMAN, CAROL ALBERT, tobacconist, &c., 6, New Broadway, and 43, High Street, Southall, Middlesex. Date of order, August 10th, 1907.

PILGRIM, HARRY, tobacconist, 29, Grey Friars Street, late Newland, Northampton. Date of order, August 13th, 1907.

First Meetings and Public Examinations.

BRICKMAN, CAROL ALBERT, tobacconist, &c., 6, New Broadway, and 43, High Street, Southall, Middlesex. First meeting at 14, Bedford Row, London, W.C., September 3rd, 1907, at 12. Public examination at Town Hall, Windsor, September 7th, at 11.

PILGRIM, HARRY, tobacconist, 29, Grey Friars Street, late Newland, Northampton. Public examination, October 4th, 1907, at 12, at County Hall, Northampton.

Adjudications.

BRICKMAN, CAROL ALBERT, tobacconist, &c., 6, New Broadway, and 43, High Street, Southall, Middlesex. Date of order, August 10th, 1907.

FISHER, WILLIAM HENRY, tobacconist, &c., 9, Exchange Street, Crewe. Date of order, August 1st, 1907.

PILGRIM, HARRY, tobacconist, 29, Grey Friars Street, Northampton, late Newland, Northampton. Date of order, August 13th, 1907.

Notices of Intended Dividends.

JOSEPH, ELI, tobacconist, 3, Gas Road, and 14, Bridge Street, Pontypridd. Last day for proofs, September 6th, 1907. Trustee, E. Owen, Post Office Chambers, Pontypridd.

SLEATH, JOHN, wholesale tobacconist, 49, Blake Lane, Small Heath, Birmingham. Last day for proofs, September 12th, 1907. Trustee, A. S. Cully, 191, Corporation Street, Birmingham.

Notices of Dividends.

CHINN, JOSEPH SAMUEL, tobacconist, &c., 4, Digbeth, Birmingham. Supplemental of 1½d., at 191, Corporation Street, Birmingham.

JONES, JOHN ATTERBURY, and HERBERT LUCAS JONES (trading as Jones Bros.), tobacconists, &c., 67a, Gloucester Road, Horfield, and 86, Stokes Croft, Bristol. Second and final of 9½d., at Nicholas Street, Bristol, September 6th, 1907.

PHEIFER, PHILIP, tobacconist, &c., 55, Highgate, Kendal, Westmorland. First and final of 5d., at 16, Cornwallis Street, Barrow-in-Furness.

STORMONT, ROBERT, tobacconist and cigar merchant, 40, Hampden Road, Park Lane, and 520, High Road, Tottenham, London, N. First and final of 1s. 7½d., at 14, Bedford Row, London, W.C.

Order made on Application for Discharge.

BERZYNSKI, AARON (otherwise known as Henry Benson and as Henry Robertson, and described in the receiving order as Henry Benson), tobacco merchant, lately residing at 132, Harewood Street, and carrying on business at 9, Bond Street, Bradford. Discharge suspended for four years. Bankrupt to be discharged as from July 17th, 1911.

Appointment of Trustee.

O'BRIEN, ALICE, tobacconist, 17a, Grand Parade, Muswell Hill, and 70, Muswell Road, Muswell Hill, Middlesex, late 22, Porteous Road, Paddington, London, W. Trustee, W. H. Mardon, 17, Crogsland Road, Kentish Town, N.W. Date of order, July 24th, 1907.

Notices of Release of Trustees.

CARR, JOHN WALTER, tobacconist, &c., High Street, Newmarket St. Mary, Suffolk. Trustee, H. W. Cox, 5, Petty Cury, Cambridge. Date of order, August 6th, 1907.

FISHER, GEORGE ALFRED, tobacconist, 9, Victoria Street, late 20, Churchgate, Loughborough. Trustee, J. G. Burgess, 1, Berridge Street, Leicester. Date of order, July 27th, 1907.

FOUNTAIN, JOHN GEORGE, tobacconist, Ryelands Road, Beeston, late 102, Victoria Road, Netherfield, Nottinghamshire. Trustee, E. W. Humphreys, 4, Castle Place, Nottingham. Date of order, July 29th, 1907.

GRIFFITHS, WILLIAM JOHN, tobacconist, &c., 7, Bridge Street, Cardigan. Trustee, T. Thomas, 4, Queen Street, Carmarthen. Date of order, July 31st, 1907.

HARD, GEORGE, wholesale and retail tobacconist, &c., 99, Western Road, Hove; 84, High Street, New Shoreham; and 9, North Street, Portslade-by-Sea, Sussex. Trustee, G. F. Hyde, 56, Warrior Square, St. Leonards-on-Sea. Date of order, July 27th, 1907.

MARRIOTT, FREDERICK JOHN, and ALFRED O'BRIEN (carrying on business under the partnership firm of Marriott & O'Brien), cycle dealers and tobacconists, Irthingborough, Northampton. Trustee, A. Ewen, Bridge Street, Northampton. Date of order, July 29th, 1907.

PALMER, FRANK JOHN, tobacconist, &c., 2, Cresswell Buildings, Bush Street, Pembroke Dock. Trustee, T. Thomas, 4, Queen Street, Carmarthen. Date of order, July 31st, 1907.

STOKES, JOHN, tobacconist, &c., 51a, St. Mary's Road, Market Harborough, Leicestershire. Trustee, J. G. Burgess, 1, Berridge Street, Leicester. Date of order, July 27th, 1907.

WESTLAKE, CHARLES, tobacconist, &c., 11, St. Mary Street, Stonehouse, and 75, Jubilee Street, Plymouth. Trustee, W. Evans, 6, Athenæum Terrace, Plymouth. Date of order, July 29th, 1907.

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TOBACCO PIPES.

THE pipe is the ideal and the popular mode of consuming tobacco all over the world. And as it is said that tobacco was first smoked in North America, it is little wonder that the Indians there have a great variety of pipes, the chief among them being the calumet, or pipe of peace. When this is used the warriors sit in a circle, to each of whom the stem is passed, while the bowl remains in the centre of the ring. They have also the tomahawk pipe, which is the ordinary weapon of warfare with the handle hollowed out as a pipe stem. This, however, is not so strange a pipe as those smoked by some African races, who often use iron-cased tubes, while the Kaffir will make a pipe out of anything, not despising a piece of old gas tubing for his purpose. In the East we find some of the most awkward as well as some of the most artistic and costly pipes in existence. In the North-west Provinces of India many villages have a public hookah for the use of passers by. In Turkey there are two principal kinds of pipes, the hookah, or hubble-bubble, and the chibouque. The last-mentioned is a large pipe, the bowl of which rests on the floor. Its stem is sometimes six feet long, and the mouthpiece, of thick amber, the smoker merely puts against his lips.

Indeed, many famous men have considered the clay pipe as the only medium through which tobacco can be properly enjoyed. Tennyson had at one time in his den, close to his seat, a box of white clay pipes. He would fill one of these, smoke it out, break it in two, and throw the fragments into another box prepared for their reception. Charles Kingsley pinned his faith to clays, and always used a clean churchwarden, and kept his pipes in all sorts of places, such as in fruit bushes in his garden. Blucher possessed a "pipe-master," whose duty it was before every battle to load a long clay pipe and hand it to the general, who would take a few puffs, give back the pipe, leap into his saddle, and lead the charge. By the way, their pipes were always adorned, as most clays are now, with a wax end to prevent them sticking to the lips, a custom which was introduced by the Dutch about 1700. In connection with this variety of pipe there is a curious old custom still

in vogue in Connemara. When a funeral takes place a box of short clay pipes accompanies the coffin to the grave, where a pipe with tobacco is served out to each mourner. This is smoked in silence after the earth has been filled in, when the ashes are solemnly knocked out and the pipes broken or left behind. This custom is thought to be emblematic of "ashes to ashes, dust to dust."

The briar pipe is also worshipped by a great army of admirers, among whom was the late Mr. Justice Rigby. Once, while addressing the House of Commons, a well-worn briar fell from his coat-tail pocket on to the Treasury Bench. His devotion to smoking was so great that when he was made a judge he remarked regretfully to a friend, "Fancy having to sit all these hours in court with no chance of having a pipe!" And many men have experienced the judge's regret when forced to give up their pipes, even temporarily.

Carlyle was once suffering agonies from dyspepsia, and abandoned his pipe on his doctor's advice. For months he went without a smoke, but got no better, when, one day while walking in the fields, he saw lying on the grass a pipe and a tobacco pouch. The next moment he was putting away at the pipe to his heart's content, exclaiming, "I will endure this diabolical farce no longer!" And henceforth nothing could induce him to forego his pipe. In this respect how different he was from the father of David Livingstone! When David brought home the news that tobacco had been heavily taxed his father was just filling his pipe. "If we have to give it up," said he, "we may as well begin now."—So saying, he knocked the weed out of his pipe, and never smoked again.

The best of all pipes, however, are those made from meerschaum, the first of which was smoked by a Hungarian shoemaker in 1723. He was a clever carver in wood and other material—a fact which made him known to Count Andrassy. The latter brought from Turkey a piece of whitish clay, and it occurred to the shoemaker that this, being porous, would be well adapted to pipes, as it would absorb the nicotine. He tried the experiment by cutting a pipe for himself, which turned out a great success, and this first meerschaum pipe is preserved in the Museum at Pesth.—P.T.O.



INDPENDENT Manufacturers should realise that all advertisements which only reach the Trust Subsidised Shops are useless. We make our appeal to the cream of the trade, to the intelligent section who will really push the goods of firms outside the "combine"—not shove them behind the counter. Those who desire to get at this class should place their advertising orders with "THE CIGARETTE WORLD AND TOBACCO NEWS"—the independent trade journal which has always strongly advocated the support of firms who give the retailer a fair living profit and supply the public with the best articles. All who want to know the truth about the Trust are regular readers—these are the men among whom alone it is worth while to seek to build up business.

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H

describe him. He looked up entitled to so a great indu him was of acknowledged uses, in much finest brands man's strong thirsts, was. But in ordi it. Whether He was a cu he reconciled bably it was the very cre were briars. were relegat was plain th smoker of th the briar. l of a separa large; he v with the art diminutive h the old man

His pipes took his sm and poor, ga Inside lay t fascinating capacious b mottled "b for by the r mouth. Th briar and v whatsoever the old mar be sold, alt placed in th any suggest one was ev that those man who v vined that that window But of te either in th of smoking man never may have l probably d and served dard to r recognise a and Egypt ever smok The cigare

PIPES AND CIGARS.

HE was an ancient tobacconist who called his business a profession, and in his estimation of the dignity of callings placed it high up above the altitudes of medicine, the law, and the Church.

Yet "tobacconist" does not adequately describe him, or not, at least, as he would describe himself. He looked upon tobacco—that is, pipe tobacco—as being entitled to some slight respect owing to its association with a great industry. But such respect as it received from him was of an exceedingly qualified description. He acknowledged its existence, and admitted that it had its uses, in much the same way as an habitual drinker of the most brands of champagne would admit that the working man's strong ale, owing to its property of quenching humble thirsts, was a not altogether contemptible commodity.

But in ordinary conversation to me he never countenanced it. Whether he stocked tobacco in his shop I know not. He was a cunning manufacturer of beautiful pipes. How he reconciled it with his conscience I do not know; probably it was because they were so beautiful. They were the very cream of the aristocracy of pipes. Most of them were briars. There were a few of meerschaum, but they were relegated to the back shelves of the window, and it was plain that the old man had even less respect for the smoker of the meerschaum than he had for the smoker of the briar. Every one of his briars was a picture worthy of a separate poem. They were large, overpoweringly large; he was no boy's tobacconist, and he who trifled with the art of smoking by affecting a slender stem and a diminutive bowl could go elsewhere. For him, the dabbler, the old man had nothing but scorn and contumely.

THE SMOKER'S PIPE.

His pipes could only be appreciated by the man who took his smoking seriously. I have seen such men, rich and poor, gazing in silent rapture into the old man's window. Inside lay the noble briars in their velvet cases, with their fascinating curves, their costly amber stems, and their capacious bowls showing the rich, dark polish and the mottled "bird's-eye" grain beloved and eagerly sought for by the man who smokes with his brain as well as his mouth. They were briar and amber, with just a few briar and vulcanite. Of silver bands or silver trappings whatsoever there was not a suspicion. It was a heresy the old man could not endure. Presumably they were to be sold, although I was never quite sure they were not placed in the window for exhibition only. There was never any suggestion of a price in the whole window. But no one was ever deceived. Even to the tyro it was plain that those lordly briars were terribly expensive, and the man who was on the look-out for a five-shilling pipe, convinced that he was paying a handsome price, would pass that window with a hopeless sigh.

But of tobacco there was no sign, so far as I remember, either in the window or in the shop; and when he spoke of smoking—it was little else he ever spoke of—the old man never referred to either pipe, tobacco, or pipes. He may have had it concealed somewhere about his shop, and probably did, but to him it was a thing to be hidden away and served by stealth, if served it was. Cigarettes I never dared to mention to him. I believe he did consent to recognise and to deal in some of the finest brands of Turkish and Egyptian cigarettes, but it is not on record that he ever smoked one himself or recommended anyone else to. The cigarettes similarly occupied an undistinguished place

on the hidden shelves. I often wondered what would have happened to the old man if I had told him that at a shop not ten doors away they sold cigarettes at five a penny and cigars at three-halfpence apiece. It even occurred to me at times that perhaps the old man knew all this, and that his serene attitude of superiority was nothing but an elaborate pose to enhance the dignity of a great calling.

THE CIGAR EXPERT.

As he sat in the dim, gas-lighted stock-room at the back of his shop, bearded, bent, grizzled, and wondrous old, he always reminded me of Omar's potter, "with his clay population round in rows." He had lived and worked in that shop and in that stock-room for over fifty years, but his population had no cause to complain of the lack of care or the neglect of the potter. He was the apostle, the high priest of the cigar. To him the verb to smoke meant to smoke a cigar. To indulge in any other form of the weed meant merely not to smoke. I never asked the old man to expound his creed, but I could well imagine him saying in his deep, guttural tones that the great Cuban cigar of the Vuelta Abajo, of Partidas, or of the Vuelta Arriba is the greatest thing that is, and that before it all else are but vain and empty shadow shows.

Round him on all sides, ranged on open shelves from floor to ceiling of the stock-room and from floor to ceiling of the shop they reposed in their cedar boxes. He would talk of them for hours as an old man talks of his children, and when there was no one near I verily believe he talked to them, foolishly, as a mother to her babies. There were hundreds and hundreds of boxes, all wonderfully alike, but he seemed to know them all, and to know their histories and their places in the shop that were ever changing. He would take down a box, open it, and peer at its contents with half-shut eyes through black-rimmed spectacles. He would then tell you their brand, strength, where they were grown, the country and plantation, the name of the leaf, the date when they entered his shop, the year of the crop from which the leaf was taken, and whether that season's crop was a good one in flavour and aroma or not. This and much more technical information he would impart by the hour to anyone who knew him well enough, and who was sufficiently interested to listen.

QUESTION OF TEMPERATURE.

The old man's chief delight was to talk of the care of cigars. He frequently told me without a blush that he was the greatest cigar expert in London, and the only one who really understood his business. Like all first-class tobacconists, he had a cellar store-room, which was always kept at a certain temperature. Probably it was here he kept his tobacco. But he never invited me to inspect the cellar. I believe the exact temperature of that room was a close secret which he was afraid I would reveal to his trade rivals. His best cigars, however, were all kept in the stock-room at the back of the shop, and the proper understanding of this room and its varying temperatures and properties was the old man's particular art, the concentrated experience of fifty years.

It was his boast that he could keep cigars for many years in that room without deterioration. Every morning he would go round his shelves and shift many boxes to different positions. Time had taught him that there was one corner that was very dry, another that was very moist, and a third that struck a healthy medium. All these qualities, however, varied with the weather, and on a damp or foggy day

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everything had to be changed hurriedly. The old man had a special moist corner for his American customers. Rich American visitors knew his shop well, and patronised him handsomely. He understood their wants, and knew that the American likes his cigars green, and such was his cunning that the old man could keep cigars green and moist for years.

Nothing pleased him better than to display his choicest treasures to one who he thought could appreciate them. "Look at these," he would mumble, taking down a thin wide box from an upper shelf, and opening it with elaborate care. "Smell 'em. They are the very best that can be bought. They are from the finest plantation in Cuba, one of the best crops this ten years. They cost a guinea each. Smell 'em again." He would replace them with almost ludicrous care.

It is curious that the old man never asked me to do more than "smell 'em." I do not think this was from any natural meanness. I have indeed found him out in many pleasing acts of charity, but I think he never willingly parted with his finest cigars.—R. H. S., in *The Tribune*.

Meerschaum to be used for Dynamite.

IMMENSE MINE FOUND.

THE meerschaum industry is receiving a new impetus through the discovery of immense mines of the foamy white mineral in New Mexico. The announcement of this discovery came almost simultaneously with reports that the meerschaum mines of the Old World are practically exhausted. Not only does the newly discovered meerschaum field make possible the continuance of the pipes with which the name of the beautiful mineral has become identified but the enormous quantities in which it can now be produced will, it is believed, tend to revolutionise other branches of industry.

One of these is the dynamite industry. Owing to the difficulty and danger of handling and transporting liquid nitro-glycerine, efforts have been made to incorporate it with other substances by absorption. The resultant compound is dynamite. Silicate is largely used in this absorbing process, as are also charcoal and other substances; but none of these interferes so little with the explosive force of the nitro-glycerine as does meerschaum; nor does the latter give off any fumes or smoke when exploded, which is not true of any other known substance.

Meerschaum is thus the ideal thing, Professor Sandrigam tells us, for dynamite, and the only reason it had not been used hitherto was on account of its extreme and growing scarcity and consequent prohibitive price. Another use to which meerschaum can now be put is as an insulator of electricity. In regard to this phase an expert tells us that since meerschaum is at once the best insulator of electricity and is at the same time the greatest absorbent known, a new type of insulating material is commencing to be made for high tension currents of electricity that gives promise of superseding all others now in use, such as glass, porcelain, &c. The new meerschaum insulation is made by impregnating the meerschaum with insulating varnish in vacuum, and then baking it, making it absolutely impervious to water. Other electrical products are formed by pulverising the meerschaum, and then moulding it into different forms for electrical apparatus.

SUDDEN TREMENDOUS TEMPERATURES.

In electrical furnace work where high temperatures are employed meerschaum will be used for crucibles. A good crucible should be capable of withstanding great and sudden changes of temperature without fraction or disintegration; it should not be attacked by the substance it is to contain, and it should be infusible at the temperatures to which it is to be exposed. Clay, or a mixture of clay and sand, are used for work at ordinary temperatures. Graphite crucibles are employed for high temperatures, but under excessive heat these will bulge and split.

Platinum is an ideal material, but it is too expensive, and cannot be used for the fusion of metals. Magnesia crucibles are practically infusible, and are not affected by exposure to air. Alumina also makes excellent crucibles, as it will withstand sudden changes of temperature, but meerschaum, which contains both magnesia and alumina, is the only material which possesses the good features of the preceding, and which will withstand even the action of melted sodium. Meerschaum has been tested to temperatures as high as 6,000 degrees.

Physically the meerschaum found is a hard and compact mass when thoroughly seasoned, and in this condition it is most difficult to cut and almost impossible to break. After being dried out it is so light it will float on water, yet if it is immersed for some time it will absorb the fluid like a sponge, but soon yields it up again after being removed. When damp, it becomes very soft, and is easily worked into any desired shape. When dug up this meerschaum is found to be very white or occasionally yellowish-white, and it is of such great variety that no two pieces among 100,000 examined were found to be of exactly the same texture, though always of the same composition. One piece may be light, another a little heavier, and still another almost as heavy as stone.

Geologically, meerschaum is the result of volcanic action, as is evident from the fact that lava of considerable depth covers a large portion of the areas where it is found in New Mexico as in Asia Minor. The rock formation, which includes the meerschaum bearing vein, consists of massive sections of sedimentary conglomerate and sandstone strata, probably of the Triassic Age.—*Science Siftings*.

U.S. Tobacco Trust in Turkey.

FAILING THE MONOPOLY THE TRUST BUYS CROPS.

THE action of President Roosevelt towards trusts is stated by the Constantinople correspondent of the Berlin *Tageblatt* to be even perceptible in Turkey. For months past the American Tobacco Trust has exerted itself in regard to the tobacco regie concession, and put forward the prospect of a large advance and a loan of £2,000,000. But there is no doubt at all, the correspondent observes, that the Americans will not obtain the tobacco monopoly. If the concession should be renewed the present company will again receive it. The Turks are already on political grounds disinclined towards the plans of the tobacco trust because they wish for no further Americanising of their country. They already have enough of American missions and schools, and would regard several hundreds of American tobacco officials as a great misfortune.

The American Tobacco Trust in October of last year endeavoured, through the intermediary of its representative at that time, to secure a monopoly of the purchase of Macedonian tobacco in the event of not obtaining the tobacco monopoly concession. By this means the American sought to paralyse the German cigarette industry, as the control of the Macedonian tobacco would have allowed the former to have charged the latter any prices they desired. The Turkish Government, however, refused this demand straight away. Now the tobacco trust seems to desire to attain its object by the purchase of considerable quantities of Turkish tobacco. For instance, the correspondent states that the trust has acquired the whole of the 1906 harvest at Samsun and 70 per cent. of that at Kawalla. It is scarcely probable that all this tobacco will be worked up, as even American cigarette manufacturers, when they wish to have genuine Turkish tobacco, do not purchase of the trust, but rather from the Turkish tobacco merchants settled in the United States. The correspondent concludes that the object of the large purchases can only be the withdrawal of considerable quantities from the open market in order to cause an increase in prices.

THE TOBACCO MARKETS.

Mr. ADAM PRINGLE, of 102, Fenchurch Street, London, E.C., reports as follows under date of September 22nd, 1907:—

The business done during the past month was on a very small scale in NORTH AMERICAN TOBACCO.

The August Imports were:—861 Hhds.; Deliveries, 987 Hhds.; the present Stock being 24,926 Hhds., against 24,848 Hhds. in 1906; 25,882 Hhds. in 1905; 27,374 Hhds. in 1904; 31,546 Hhds. in 1903; 33,057 Hhds. in 1902; and 33,979 Hhds. in 1901.

WESTERN LEAF AND STRIPS. } Have sold to a moderate extent.
 VIRGINIA LEAF AND STRIPS. }

CHINA—Some parcels have changed hands.

JAPAN, DUTCH, JAVA, LATAKIA.—Quiet.

TURKEY.—There is inquiry for good class Cavalla.

SAMSOUN.

TREBIZONDE. } Some good parcels on offer.

GREEK.

THE FOLLOWING QUOTATIONS MAY BE TAKEN AS REPRESENTATIVE OF THE MONTH'S PRICES.

	Per lb.
Virginia Leaf, common, middling and semi-bright color, and good to fine	4 1/2 d. @ 6 1/2 d.
Strips, common, middling and semi-bright color, and good to fine	7 d. ,, 1/-
Kentucky Leaf, common, middling good and fine	5 1/2 d. ,, 8d.
Strips, common, middling good and fine	8 1/2 d. ,, 1/3
Maryland and Ohio	3 1/2 d. ,, 4 1/2 d.
Negrohead and Cavendish—common and heated, middling to good, fine, bright and soft pressed	5 d. ,, 8d.
	4 1/2 d. ,, 6 1/2 d.
	7 d. ,, 9d.
	nominal.
Columbian	6d. @ 1/3
Java	3d. ,, 6d.
Turkey	4 1/2 d. ,, 10d.
Japan	3 1/2 d. ,, 7/-
China	nominal.
Sumatra	5d. @ 7d.
Samsoun	6d. ,, 5/-
Latokia	4d. ,, 4/6
Paraguay	4d. ,, 1/6
Greek	3 1/2 d. ,, 6d.
German and Dutch	4d. ,, 1/3
Manilla	5 1/2 d. ,, 2/6
Havana	1/- ,, 5/-
Yara and Cuba	1/3 ,, 3/6
Esmeralda	
Cigars	2/-
Cheroots and Cigars, Manilla	2/- ,, 4/-

BOARD OF TRADE RETURNS, month ended July 31st.

TOBACCO.	1905.	1906.	1907.
	lbs.	lbs.	lbs.
Unmanufactured (from U.S.A.)	796,763	1,850,874	3,054,221
Stemmed (,, other Countries)	62,358	127,433	238,341
Total Imports	859,121	1,978,307	3,292,562
„ Home Consumption	3,690,021	3,138,434	2,685,552
Unmanufactured (from U.S.A.)	3,572,366	3,286,530	5,474,846
Unstemmed (,, other Countries)	751,861	538,631	573,174
Total Imports	4,324,227	3,825,161	6,048,020
„ Home Consumption	3,288,458	4,055,222	5,354,104
Total (from U.S.A.)	4,369,129	5,137,404	8,529,067
Unmanufactured (,, other Countries)	814,219	666,064	811,515
TOTAL IMPORTS	5,183,348	5,803,468	9,340,582
„ HOME CONSUMPTION	6,978,479	7,193,656	8,039,656

BOARD OF TRADE RETURNS, six months ended July 31st.

TOBACCO.	1905.	1906.	1907.
	lbs.	lbs.	lbs.
Unmanufactured (from U.S.A.)	6,147,135	6,517,317	21,437,029
Stemmed (,, other Countries)	803,070	744,747	1,276,244
Total Imports	6,950,205	7,262,064	22,713,273
„ Home Consumption	27,267,346	21,048,880	19,080,853
Unmanufactured (from U.S.A.)	25,667,291	37,602,586	19,341,022
Unstemmed (,, other Countries)	5,127,627	5,689,278	6,282,622
Total Imports	30,794,918	43,291,864	25,263,644
„ Home Consumption	21,281,091	31,400,743	30,821,254
Total (from U.S.A.)	31,814,426	44,119,903	40,778,051
Unmanufactured (,, other Countries)	5,930,697	6,434,025	7,558,866
TOTAL IMPORTS	37,745,123	50,553,928	48,336,917
„ HOME CONSUMPTION	48,548,437	52,449,623	55,902,107

BONDED WAREHOUSE ACCOUNT, month ended July 31st.

	1905.	1906.	1907.
	lbs.	lbs.	lbs.
Tobacco Unmanufactured	186,598,000	179,060,000	185,654,000
Foreign Manufactured and Snuff	2,732,000	2,326,000	1,982,000

THE FOLLOWING TABLE SHOWS THE IMPORTS, DELIVERIES AND STOCKS FOR AUGUST, 1907:—

	Virginia Stemmed.	Virginia Unstemmed.	Kentucky Stemmed.	Kentucky Unstemmed.	Maryland and Ohio.	Negro and Cavendish.	Dutch and German.	Havana, Cuba, and Yara.	Java.	Paraguay.	Columbian.	Turkey.	Greek.	Manilla.	East India.	China.	Japan.	Florida.	Australian.	Hurgarian.	Latokia.	Havana Cigars.	St. Domingo.	Virginians and South American.	Esmeralda.	Brazil.	Manilla Cigars.	Cigars.	other sorts.
Stock, 25th July, 1907	4727	11028	3246	5678	373	10146	992	1872	19068	625	570	26535	2181	422	1037	4125	1486	1666	14	986	8584	824	395	1706	218	653	1338	2711	
Landed since	18	57	746	18	22	97	24	5	780	—	—	637	62	—	55	—	—	173	—	—	32	147	—	98	27	16	59	109	
Total Stock	4745	11085	3992	5696	395	10203	1016	1877	20748	625	570	27172	2243	422	1092	4125	1486	1839	14	986	8316	971	395	1804	245	669	1397	2820	
„ Exported	—	7	—	7	1	140	—	—	51	—	—	27	6	21	—	21	—	3	—	—	42	2	—	64	—	7	14	9	
„ Bonded	59	105	27	45	1	2580	15	2	231	7	2	205	14	3	1	32	6	8	—	1	502	9	—	13	—	7	14	9	
„ Duty Paid	156	314	121	120	14	3	51	79	934	48	29	920	43	8	38	89	63	226	—	81	251	251	1	35	9	95	60	97	
„ Deliveries	215	426	148	182	16	2723	66	81	1216	55	31	1152	63	32	39	142	69	237	—	82	795	262	1	112	9	100	81	115	
Imports from January 1st to 26th } Aug., 1907 „ „ „ „ 1906 Increase 1907 Decrease „	4530	10659	3844	5514	379	9780	950	1796	19532	570	539	26020	2180	390	1053	3983	1417	1602	14	994	7821	709	394	1692	236	567	1316	2705	
	4907	10699	4481	4535	316	10446	1029	2629	19147	1082	738	21710	2059	329	630	2386	1289	3492	14	752	8017	2302	265	2078	142	961	1404	2798	
	8108	8040	7428	2152	154	11484	1744	3237	18939	894	957	22917	1679	450	15	3614	570	4135	18	582	9044	2554	266	1473	257	896	1804	2860	
	11055	4864	10888	375	192	12374	1795	3003	24448	1213	656	17044	1490	210	8	5386	1291	3150	18	442	6949	1692	266	1921	94	337	2388	3019	
	10926	5322	14913	275	113	1175	1884	2431	19341	453	396	14300	1805	216	21	5835	2092	3186	28	752	3928	1660	266	1999	109	436	2719	3462	
Imports from January 1st to 26th } Aug., 1907 „ „ „ „ 1906	1442	2298	969	1211	75	2893	375	268	11893	105	110	6667	690	201	668	3161	573	1933	3	700	1345	3917	—	718	8	960	340	795	
	138	4573	413	2054	268	1413	193	943	12245	650	110	5831	1073	39	654	591	367	3170	—	212	3540	—	133	—	185	—	144	—	
Deliveries from January 1st to 26th } Aug., 1907 „ „ „ „ 1906	1662	3584	1437	5895	123	11127	555	714	9804	431	346	9354	620	118	222	1106	624	2519	7	700	4017	2549	6	833	63	760	715	800	
	2025	2967	2108	728	129	2120	668	4771	10063	367	412	9375	579	115	22	1218	435	3454	7	490	3993	3164	—	297	116	637	682	921	
Increase 1907 Decrease „	—	617	—	5167	—	9031	—	—	64	—	—	41	3	200	—	189	—	—	210	24	—	6	536	—	125	33	—		
	262	671	—	4	—	1124057	850	66	221	—	—	112	—	—	—	—	—	—	7	—	622	—	—	51	—	—	101		

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OF WHOM AND WHAT TO ORDER.

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