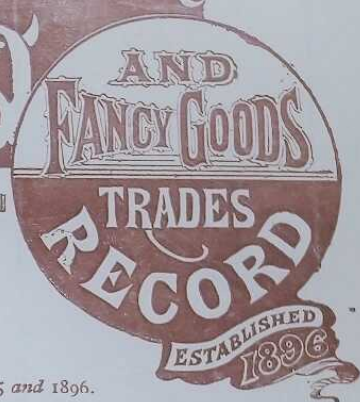


TRUNDLEY & CO.

MAKERS OF T STAR BRAND OF BRIARS,
SOLE AGENTS FOR
SANDALPHON CIGARS AND CIGARETTES.
IMPORTERS OF
ALL TOBACCONISTS' FANCY GOODS,
87, HOUNDSDITCH, LONDON.



The Cigarette World



Proprietors: "THE CIGARETTE WORLD" SYNDICATE. ||

Offices: 158, STRAND, LONDON, W.C.

AN INDEPENDENT TRADE JOURNAL

Edited by ARTHUR BARRON.

Founder and Manager of the First, and Manager of the Second International Tobacco Trade Exhibitions, 1895 and 1896.

No. 2.

London, September 15th, 1896.

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IN DECORATED TIN BOXES.

FOR **3^d.**

3d. PACKETS
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6d. TINS
OF 20.

THE COMMODORE CIGARETTES



IN REQUEST BY
EVERYBODY

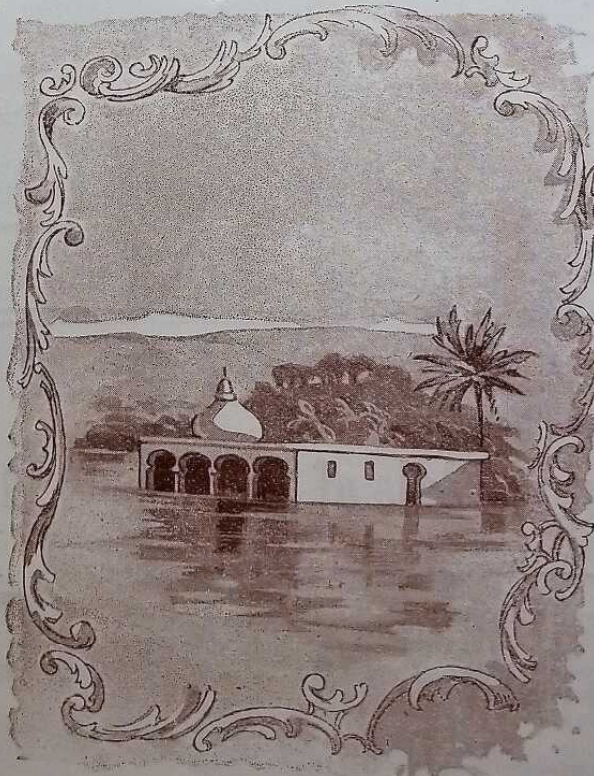
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SEVEN GOLD

TWO SILVER

MEDALS,

MEDALS.

Messrs. Godfrey Phillips & Sons' Brands of Cigarettes :

"SWEET GUINEA GOLD."

"PLUMS."

"MARIGOLD."

"B D V."

"KAHIRA," (TURKISH.)

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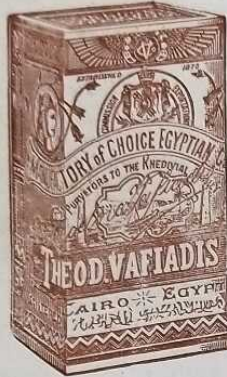
HUNTING CROPS . . . RIDING WHIPS.

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EGYPTIAN
CIGARETTES.



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PARTICULARS
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&c., &c.

SOLE AGENTS—

MELBOURNE HART & CO.,
Cigar & Cigarette Importers,
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By Special Appointment to His Majesty the King of Greece.

TEOFANI & Co.'s
HIGH-CLASS
CIGARETTES.

UNIQUE FOR QUALITY AND MAKE.

Awarded Two Gold Medals at the International Tobacco
Exhibition, 1895.

BRANDS.

Egyptian Format.

KING'S OWN. EXTRA 1. EXTRA 2.
EXTRA LONG. SUPERIOR. GOLD TIPS.

Turkish Format.

MAID OF ATHENS. SPECIAL No. 1.
SPECIAL No. 2. HELIOPOLIS. GOLD TIPS.

Made of the Finest Quality of Yenidjeh Tobacco imported from
the Plantations direct.

Also 22 Knots (Straight Cut American Cigarettes) made of
the Highest Grade of Virginia Tobacco.

CAN BE OBTAINED AT ALL THE WHOLESALE HOUSES, OR

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



"The man who smokes thinks like a sage and acts like a Samaritan."—LORD LYTTON.

NOTICES.

ALL COMMUNICATIONS intended for insertion in "THE CIGARETTE WORLD" should be addressed to the Editor, all other communications should be addressed to the Manager, "The Cigarette World," 158, Strand, London, W.C.

The Editor invites correspondence from his readers on any matter of interest to the trade. All letters must be signed by the sender's real name, and address, not necessarily for publication, but as a guarantee of good faith.

Well written literary contributions are invited from Authors, Journalists, Travellers, and all able to produce thoroughly interesting and readable matter of technical subjects within the range of the journal, but contributors should study the general tone and style of the journal before sending in. In no case will the Editor consider himself responsible for the safety of any M.S. sent in.

"THE CIGARETTE WORLD" is published on the 15th of each month.

ADVERTISEMENTS.

Advertisements should be pictorial if possible, and embody original ideas. The managers will gladly submit both ideas and rough sketches FREE of cost to advertisers.

You see this?

Aim to infuse individuality in your advertisements. Whether an advertisement be large or small, it ought to possess some distinctive characteristic. ILLUSTRATE your advertisements whenever possible. A PICTURE ATTRACTS THE EYE. While the attention is attracted the story is told and the impression made.—ANGUS MACDONALD.

**Between
Ourselves.**

In common with most literary ventures, we have not enjoyed an immunity from the troubles inseparable from journalistic infancy. As we grow we hope to improve. It will, I think, be observed that this number is *printingly* an advance on our first. In our next we shall appear in a new garb—to wit, in what I hope will be an artistic cover, and the price of the journal will henceforth be the popular ONE PENNY.

In response to my request for opinions on the first number, I have received a great many letters. In the main they are, I am pleased to say, eulogistic—for such I return my best thanks. Strange to say I am much more interested in those from the "captious critic." This is, in fact, the particular individual I was bidding for.

I SOUGHT not only opinions, but *criticism*, because criticism alone begets improvement. Most point out that there is not enough letterpress. I agree. This, fortun-

ately, can easily be remedied, and affords me the opportunity of *emphasizing* what I hoped my "Preface" made sufficiently clear. I do *not* consider there is room for a fourth trade paper on exactly similar lines to the existing ones; in fact, I have heard the opinion expressed that there are too many already. They appeal mostly to the *Manufacturers*. I seek to reach the retailer in his thousands and to give him in *as terse a manner as possible* what he wants and will, I feel sure, be willing to pay for.

THE notice in our last number, that Messrs. Salmon & Gluckstein contemplated raising the prices of standard goods, was the first public announcement of the fact. I purposely tucked it away in an obscure corner because I was curious to note the effect of this pyrotechnic—of course, I mean among the retailers throughout the country, who *were not in the know*—well, the announcement has indeed proved a flutter in the dovescots.

THE Conference of the "Round Table," destined no doubt to be tradely historical, is now an accomplished fact, and the result, up to the time of going to press [N.B.—this is *not* "writ sarkastic"], is that Messrs. S. & G. will maintain the old prices in London, but increase them in the provinces—*increase them*, that is to say by $6\frac{1}{2}$ per cent. Mr. Isidore Gluckstein was the only "cutter" invited to the Conference, and it is as well to bear in mind that his Company, *so far*, is the only one who has invaded the provinces!

WHAT the outcome of all this will be, it is utterly impossible to foretell. The smaller trader, whose town has not yet been raided, views it in the light of an advantage; but the trader whose corns have been somewhat annoyingly trodden on is not inclined to climb down, or rather, I should say, to climb *up*. His feeling is, that he prefers to adhere to the prices that self-preservation dictated he should adopt, on the appearance of the "invader" in his midst. I cannot say I blame him—most of us, I fancy, are built that way.

THE fact of the public press taking this very vexed question up is, in one sense, regrettable, as such action invariably tends to make it much more difficult, to satisfactorily adjust disputes in *any* trade. The press naturally lean to the side of those who aim at providing the public with a good article at a very low price.

MESSRS. SALMON & GLUCKSTEIN have not been slow to take advantage of this, and the "free ads" they have received, if rendered into £ s d , must represent many hundreds of pounds.

PUZZLE

33

$6\frac{1}{2}$

P The Quotient

Multiplication is Vexation

Division is as bad

The Rule of THREE, it PUZZLES me

And PRACTICE drives me mad

A fall in the opal letter market appears inevitable. The logical outcome of the "Round Table" Conference should surely lead to a glut in 3's.

EXTRACT from the *Westminster Gazette* :—

"The organs of the tobacco trade are full of wrath against the firm for refusing to join in the price agreement, and characterises the action of the retailers who are selling their stock to the firm in anything but pleasant terms. Apparently, however, the firm intends to pay no attention to the wishes of the trade, and the parsimonious public will accordingly benefit for a time to the tune of a farthin; an ounce."

FOR months past the trade journals have teemed with leaderettes on this subject. Now there is something about these cutting remarks, and also the epithets hurled at the head of the cutter, that strikes men excruciatingly funny. I append extracts, and leave you to judge :—

CIGAR & TOBACCO WORLD, current number, page 529 :—"and, amid much blue fire, crackers, and lime light, THAT TWO-HEADED MONSTER who had caused all the fuss, came up through a trap door, having been for some time past engaged in pouring down vitrol in the buffet (rather tropical, Mr. Editor, this), and thrusting his tongues into his cheeks, with an unusually knowing and diabolical leer, &c, &c."

TOBACCO TRADE REVIEW, July Number, page 295 :—"In the South West of England, in the West, and now in the North, the long clammy tentacles of what the retailers may well regard as the DEVIL FISH have been pushed out to grasp the trade, and strangle the trader, who sees his own and his own family's livelihood slowly but surely being squeezed out of his hands."

TOBACCO, April 17th, 1896 (eight days before the opening of the Exhibition) :—"For seven years, the half dozen big manufacturers have sat on the fence, while the SNAKE has grown larger and larger; and while their customers, who helped to build up their businesses, have been snuffed out in shoals. These manufacturers said amongst themselves "He is the SNAKE we like;" he immensely increases the sales of our profitable packets, &c., &c."

I REALLY trust that this sort of thing will not extend itself beyond trade journalism, as, if it does, I fear that equivalent epithets will be difficult to find in sufficient numbers to "go round."

THE number 2, "Two-Headed Monster," "Devil Fish," and "Snake," must, I fancy, feel considerably gratified at the amount of gratuitous advertisement the trade journals have given to their oft-quoted ad. in the *Daily Telegraph*. It has leaked out that they have received some 200 replies from traders willing to comply with their requirement!

I AM afraid, *Messieurs les* Manufacturers, you must please put your thinking caps on again.

TAKE the cake, take the cake, BAKER man, Advertise BAKER as fast as you can; $1\frac{1}{2}$ for you, $3\frac{3}{4}$ for me, Buy it, and stock it, for BAKER and me.

Just a final nursery idyll before I part with this subject :

HUSH-A-BYE WILLS & CO., at the tree top,
Cutting winds blow, but *your* cradle won't rock ;
Your bough was ne'er stronger, your cradle can't fall,
And WILLS shall be WILLS whatsoever befall.

* * *

TOBACCONISTS in Bradford are endeavouring to arrange to close on Bank Holidays. Somewhat difficult of accomplishment this, I fancy. Business on these occasions is generally too good, at any rate, for the more humble members of the trade, to forego. If the scheme succeeds, it will imply that a living wage can at least be obtained in this town, and will probably result in further openings.

* * *

In an interesting letter by Mr. J. Valero Hervas, addressed to the *Financial News* under the heading of "Spain and Her Finances," the following occurs: "The Tobacco Company pays to the Spanish Government the sum of 90,000,000 pesetas per annum in round figures, and this security alone would suffice to raise £20,000,000, or thereabouts!

* * *

A WEST END tobacconist is credited with saying that cigarette smoking amongst ladies is increasing in a marvellous degree, and that, during the last two years, he has supplied many thousands of boxes of cigarettes to *regular customers*. They mostly belong to the best classes of society, but by no means to them alone. A strange feature of his experience is that they incline to the fuller flavour and stronger brands. Recently, he states, that a lady of title, who is celebrated for her beauty, stepped from her carriage, and despite the presence of some half dozen male customers, ordered some more cigarettes "of the kind you usually send."

* * *

RE OUR FIRST ISSUE.

We have had, we regret to say, an immensity of trouble in issuing our first number, owing to the absurd way the existing Directories are compiled. We placed this work in the hands of a specialist, whose principle trouble was, the elimination of duplicates. Again, he finds that certain branches of the trade are not included at all. As some sort of guide to firms having occasion to circularize, we propose to classify the branches and give the actual number of the names in each branch that our 15,000 have been posted to. Will somebody oblige by bringing out a Directory without duplicates, and including all the Allied Trades?

PRINTERS' CERTIFICATE.

10, 11 & 12, Ivy Lane,
London, E.C.
August 17th, 1896.

We hereby certify that we have printed and delivered 15,000 copies of the August number of THE CIGARETTE WORLD.

(Signed) Gaskill, Jones & Co.

Trade News
And Notes.

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

MULTUM IN PARVO.

ANNOUNCEMENTS.

MR. J. E. ABRAHAM has opened a new shop at 13A, Yorkersgate, Malton, Yorkshire.

MR. ROBERT SINCLAIR has taken excellent premises in Westgate, almost adjoining their Bleinham Street Manufactory, for the purpose of carrying on both a wholesale and retail business.

MR. M. LESLIE has also opened a shop in Westgate.

MESSRS. J. H. FINLAY & CO. have inaugurated kiosks at the Central Railway Station at Westgate, presided over by ladies.

MR. G. F. ALSING, Tobacconist, &c., has opened a shop at 57, Newmarket, Ayr.

THE CO-OPERATIVE WHOLESALE SOCIETY contemplate engaging in tobacco manufacturing.

MESSRS. ROBINSON & BARNSDALE, LTD., announce that Mr. H. Rosenberg, of 138, Higher Broughton, will not represent their firm after the 18th of October next.

MESSRS. W. T. DAVIES & SON, of Chester, have appointed Mr. A. W. Youngs, of Leeds, as their representative.

MESSRS. McDONALD, QUINN, & CO. announce the retirement of Mr. William Quinn from the firm.

MR. WILLIAM HUTCHINSON (Hutchinson and Scargill), announces that Mr. Scargill retires from the firm.

MESSRS. SINGLETON & COLE, of Birmingham, have issued their new Illustrated Catalogue consisting of 174 pages (quarto).

THE WHOLESALE TOBACCO SUPPLY CO. have issued a supplementary price list, giving reduced quotations.

From MESSRS. SALMON & GLUCKSTEIN'S published list it appears that they will, as soon as certain alterations are completed, have 86 shops open. Their recent acquisitions are shops in Leicester, Chatham, Dover, Ipswich, and Norwich, and three more in London.

MR. W. NOAKES has commenced business as a tobacco broker at 58, South John Street, Liverpool. He will trade under the style of W. Noakes and Son.

MR. H. LEES, cigar merchant, of 39, Lower Head Row, Leeds, has opened a shop at 122, Briggate.

MR. J. T. BARNETT, who for 13 years represented the Manchester Cigar Co., has recently established himself as a cigar merchant at St. Petersgate, Stockport, and has issued a somewhat comprehensive price list.

TRADE CHANGES.

MESSRS. EVANS & CO. have acquired the goodwill and business of Mr. A. O'Keeffe, of George Street, Limerick.

MR. P. M. BOYLE, of The Quay, Waterford, has purchased the business on the Parade Quay.

MESSRS. LUPINSKY & LOCKYER have purchased the business of Messrs. Nicolini and Co., cigarette manufacturers.

MR. A. DIXON has acquired the business of Mr. W. H. Salisbury, of Cardiff.

REMOVALS.

MESSRS. F. CHARATAN & CO. have removed from Fenchurch Street and Kirby Street, Hatton Garden, to more commodious premises at 146, Minories.

NEW TRADE MARKS.

ANACONDA. E. Kaufmann.

ANDANILLA. Hignett's, June 20.

CAN-CAN, CANT-CANT. J. and E. Woolf, July 11.

CYCLONE. Central Cyclone Co., Ltd., August 29.

DEER TONGUE. J. and F. Bell, July 14.

DIGIT. Salmon and Gluckstein, July 9.

DUKE'S MOITTO. W. H. and J. Woods, July 2.

EL ROMBADO. E. Kaufmann, June 24.

ENCAMISASA. E. Kaufmann, June 24.

LA DRECONA. J. Garnett and Co.

LA FERONIA. Lambert and Butler, June 11.

LA MATALOSA. E. Kaufmann, June 24.

LAS CONOCIDAS. Henry Baselow.

LITTLE TICH. Eprile and Samson, May 5.

MORTON'S MIXTURE. Fairweather and Sons, May 16.

MULATTO. John Smith, Liverpool.

NIZAMS. Indian and Eastern Trading Co., May 27.

OLD RETAINER. F. and J. Smith, July 4.

PHILLIP'S CURRANT CAKE. G. Phillips and Sons, June 23.
RICH ORE. F. and J. Smith, July 2.
SKATER. J. and F. Bell, July 16.
TREASURE TROVE. F. and J. Smith, July 4.
WOODLAND BLOSSOMS. S. Mitchell and Son, July 17.

LAW AND POLICE.

EMBEZZLEMENT.—*Robert Rimell*, 29, traveller in the service of Messrs. Fryer and Coulman, tobacconists, of West Smithfield, was charged with embezzling various sums of money received by him on behalf of his employers. He pleaded guilty, and it was stated that the defalcations amounted to about £34 odd. Prisoner had said that he had lost it in betting. Detective-sergeant Denning had charge of the case. Mr. Alderman Newton asked what was known about him. The prosecutor said he had hitherto held an irreproachable character, and, therefore, he did not wish to press the charge unduly. The alderman sentenced him to a month's imprisonment with hard labour.

THEFT OF TOBACCO.—*Dennis Curran*, a labourer, was charged with theft. The prisoner was engaged on building operations in progress at Messrs. Lambert and Butler's tobacco factory, Drury-lane. Yesterday a quantity of tobacco was stolen from a room on the top floor, apparently by some one who had obtained access to the room from the roof. The prisoner was on the roof at dinner time, and later in the day was seen by John Thorne, his foreman, hiding a bag, which on examination proved to contain the stolen tobacco. Mr. Smythe, who appeared for the prisoner, urged ten years' good character in his favour. The prisoner was sentenced to 14 days' hard labour.

AN INVISIBLE LADY.—*Edward Dore*, 38, a market porter, with no home, was charged at Bow-street with stealing twenty cigars from a tobacconist's shop in Wellington-street. The prisoner took the cigars from the counter, and ran out of the shop into the arms of police-sergeant 6 E, who arrested him. Prisoner: Yes, I did it to get away for a little while. Sir John Bridge: What do you mean by getting away? Prisoner: I want to get out of this neighbourhood. I have got into trouble with a certain party—a lady. She keeps annoying me. The priest at Maiden-lane Chapel will be able to tell you more about her than I can. Sir John: Who is this lady? Prisoner: Oh, you can't see her, she's invisible. I went to the station last night and asked a policeman to take me inside. I want to get away from this invisible party for a day or two. The prisoner was remanded.

STEALING CIGARS.—*Walter Crouch*, 21, a barman, was charged with stealing ten cigars, of the value of 2s. 6d., belonging to Mr. Frederick Gurney, the proprietor of the "Northumberland Arms," Tottenham Court-road. Mr. Gurney deposed that owing to cigars being missed from the bar he suspected the prisoner, who had been in his employ for about three months as under-barman, of taking them. On searching his box the ten cigars produced were found in it and identified as being the property of the prosecutor. Constable Duffin, 281 D, was then called, and the accused was given into custody. In defence the prisoner said he only took two cigars belonging to the prosecutor, the remaining eight cigars belonging to him (Crouch). Mr. Newton imposed a fine of 20s., with the alternative of 14 days' imprisonment.

SMUGGLING AT NEWPORT.—At a special police-court at Newport, *Jacob Veal*, steward of the steamship Ouse, pleaded guilty to smuggling twelve ounces of cigars and two ounces of Cavendish tobacco, and was ordered to pay treble value, duty, and costs, £1 19s. 9d. in all.

SEIZURE OF CONTRABAND TOBACCO AT BOLTON.—The Bolton justices had before them a Bootle hydraulic worker, named *Jeremiah Driscoll*, for unlawfully removing and disposing of unmanufactured tobacco, thus avoiding Excise duty. The prisoner, who was employed at the Liverpool docks, endeavoured to dispose of a trunk full of tobacco to a Bolton tobacconist, but the police, getting wind of it, arrested Driscoll with the tobacco in his possession. He was fined £5 and costs.

SMUGGLERS AT GRANGEMOUTH.—At a sitting of the J.P. Court in Falkirk-Sheriff Court, before Hon. Sheriff-Substitute *Watson, Koss Rolf*, seaman on board the steamship Mascotte, presently lying in dock at Grangemouth, from Rotterdam, was charged with having unlawfully smuggled 4lb. of foreign manufactured tobacco. Accused pleaded guilty to the charge. Mr. Quin, collector of customs, Grangemouth, prosecuted on behalf of the revenue authorities. He stated that Rolf had unscrewed the lid of a box which was used in connection with the starboard light, where he had hidden the tobacco. It was a more serious charge when smuggled tobacco was hid in the structural part of the ship than if it had been amongst goods. The sheriff imposed a fine of £3 10s., with 10s. expenses, or 14 days' imprisonment.

FESTIVE.

The Ipswich employees of MESSRS. W. A. and A. C. CHURCHMAN, took their 31st annual outing at Yarmouth, on the 22nd ultimo.

On the 27th of July the employees of MESSRS. LEON MARCUS and CO., of Manchester, went to Knutsford for their outing. The party numbered between seventy and eighty.

MESSRS. H. ALBERGE and Co.'s employees held their annual beanfeast, at Rye House, on July 30. The party numbered sixty.

FIRES.

MR. S. FOSTER, tobacconist, Bohemia Place, Mare St., Hackney. Premises seriously damaged.

MR. W. F. WEITZEL, tobacconist, 2, Marsham St., Westminster. Premises destroyed.

LIMITED COMPANIES.

MESSRS. HUNTER, WILTSHIRE and CO. have declared the customary interim dividend of 5 per cent.

MESSRS. THOS. OGDEN and CO., LTD., for the half year ending May 31st, have declared the following dividends: 1st. 8 per cent. on Ordinary; 2nd. 5 per cent. on the Preference Shares; £1,000 is added to reserve.

The business of MESSRS. THOMAS RILEY and CO., of Nottingham, has been converted into a Limited Company. Capital £25,000 in £1 shares.

BARON CIGARETTE MACHINE COMPANY, LIMITED.
—Registered August 13, by Beyfus and Beyfus, 69, Lincoln's-inn-fields, W.C., with a capital of £120,000 in £1 shares. Object, to adopt and carry into effect an agreement (made August 10) between the National Cigarette Company, of New York, and B. Baron of the first and second parts, and this company of the third part, for the acquisition, by purchase or otherwise, of certain patent rights, the property of the said National Cigarette Company, and to deal with and turn to account the same in such manner as the company shall see fit. The signatories are:—
W. Martin, 39, Fordingby-road W. 1
J. Kamer, 23, Devonshire-road, Forest-hill, S.E. 1
A. N. Hennessey, 71, Great Chart-street, Hoxton 1
F. W. Tucker, 10, Lincoln's-inn-fields, W. C. 1
H. J. Coffin, 12, Old Jewry Chambers, E.C. 1
G. F. Woods, Ferndale-road, Leytonstone 1
F. White, 93, Liverpool-road, N. 1

The first directors—of whom there shall be not less than two nor more than seven—are S. Rosenwald, B. Baron, and others to be elected by the signatories. Qualification, £500. Remuneration, £250 per annum each (chairman £350) with a percentage of the profits—divisible. Registered office, Billiter-buildings, E.C.

W. H. NEWMAN LIMITED.—This company has been registered with a capital of £30,000, in £1 shares, to acquire and carry on the business of a manufacturer of pipes and cigarettes, pipe-mounter, and cigar importer, carried on by William H. Newman, at 121 and 122, Sandpits, 98, New Street, 308, Broad Street, Corporation Street, 3 Exchange Buildings, and 24, Congreve Street, Birmingham, and at 12, West Derby Road, 17, Lord Street, 3 and 72, Lime Street, 7, Elms Buildings, London Road, and the Quadrant Buildings, Lime Street, Liverpool, and to enter into a certain agreement with the said vendor. The subscribers are Wm. H. Newman, manufacturer; Mrs. L. C. Newman; C. Howard, manufacturer; T. Read, manufacturer; E. W. Bradbury, merchant; J. H. E. Trout, surgeon; H. S. Jenkins, manufacturer.

In the case of HERITAGE v. DELI BEDAGEI TOBACCO PLANTATIONS, LIMITED, the plaintiff, on behalf of debenture-holders, sought payment of dividends out of a fund in Court. Mr. Ward, in applying for an order for payment of the dividend (6s. 8d. in the £) proposed, said an order had already been made establishing the debenture-holders' charge on the company's property. A balance of assets of £5,642 had been paid into Court, and of that amount £3,497 would be required for paying the dividend proposed on the debentures, the Bremer Sumatra Gesellschaft being among the holders. Mr. Justice Chitty made an order as asked, and also directed payment of costs as arranged.

GENERAL.

MESSRS W. CLARKE & SONS., of Liverpool have joined the "Prize Ring." In connection with their famous "Thunder clouds" they have devised an extrinsic method to popularise their product which has the merit of considerable ingenuity. It is in the form of a puzzle of the "find the missing letter" order. This is neatly printed on a slip of paper and enclosed in each packet of the tobacco, and a prize is duly offered for its solution. The purchaser of Thunder clouds therefore not only finds value for his money in the tobacco itself, but with an intelligence stimulated by its fragrant balm may address himself to the opportunity of securing a neat little sum in cash. A consolation prize is also offered. On the reverse side of the puzzle itself is set forth a form to fill up with a guess as to the number of correct solutions that will be received of the puzzle itself, and the guesser who most nearly approximates to accuracy will receive a cheque for £5.

MESSRS. GODFREY PHILLIPS & SONS and MR. H. J. NATHAN are included in the advertised list of Exhibitors at the Grocery and Provision Trades Exhibition which opens at the Royal Agricultural Hall, N., on October 2nd.

KRÜGER pipes are now obtainable in London. The cigarette world has been busy during the last month, in fact, so busy that machine production has had to be supplemented by hand labour in many cases. The cigarette branch of MESSRS. COHEN WEENEN & CO'S., business has increased to such an extent that they have acquired a very important site covering an extensive area, and are about erecting what will in all probability be one of the largest factories in the trade. An advertising sign-board devoted their new brand the "Gaiety Girl" that they have just put up is one of the most colossal of the kind in the kingdom. If reports are correct the sales of this brand are likely to be on a par with the proportions of its large advertisement.

OBITUARY.

With regret we announce the following deaths, viz:—

MR. GEORGE LOCKWOOD, tobacconist, 1 Darby St., Halifax, Yorks.

MR. C. F. LEONARD, tobacconist, 27, High Rd. Kilburn, August 6th.

MR. H. ISAACS, formerly of the firm of J. Isaacs & Co., died on the 19th ultimo.

MR. W. GREEN tobacconist, Oxford St. Southampton, committed suicide by hanging on the 27th of August. (The man found upon him.)

No. 1. Mr. HARRY CUSTANCE.



BEARDING one of the foremost Lions of the Retail Trade, to wit, the Sage of Putney, in his den, I met with a reception which I cannot flatter myself in any way implied a compliment, as I had already been advised that my "intended victim" is affability itself. True, I found him a somewhat difficult subject to interview. He is a man who is not easily "drawn." In fact, if he will excuse me saying so, he irresistibly reminds one of the proverbial parrot, who playfully abstains from saying *much*, but who is a rare fellow to think. Now it was precisely these "thinks," founded on what I knew to be his long experience with the retail trade, that I was bent on obtaining. I may say in passing, that one's first impressions of Mr. Custance's establishment are (as he no doubt wilily designs they *shall* be, to all who enter it), eminently favourable. The stamp of the successful man of business is unmistakably there. One's mental mem, as one takes in the *tout ensemble* is, that *here* at least one is likely to meet with a man, who can, if he will, impart information, relative to the successful working and technicalities of a great trade, which are calculated to be of benefit to others. Invited into his sanctum I open the ball.

'Without wishing, Mr. Custance, to encroach too much upon your courtesy and time, may I ask if you will mind giving me your undivided attention for just a short time, and also if you have any objection to replying to a few pertinent questions relative to subjects uppermost in the minds of traders, somewhat similarly situated to yourself? I used the word "pertinent" advisedly and if I ask questions you consider too personal or impertinent, I crave your indulgence' :—

(Mr. Custance). 'Fire away.'

'How long have you been personally associated with your present business?'

'All my life.'

'You succeeded to an old business, did you not?'

'Yes; my people started the business in 1840 which was the first venture of the Tobacco trade in Putney.'

'Good; and I presume you have experienced many vicissitudes during the long period you refer to?'

'Indeed I have. When I look back I am simply astounded at the wonderful alterations that have taken place in the Tobacco Trade. Ah! in the good old days of Ludwig Hartmanns' Meerschaums, G.B.D., Barlings, and Inderwick Briars (the latter we still retain a good amount of trade for), there was a pleasure in selling such goods. Certainly the prices were high, although the profits were no more in comparison with the cheap and nasty stuff that you are compelled to stock at the present day, but it gave every satisfaction right through, and better feeling between tradesman and client. The majority of your present day customer, require a Silver-mounted H.M. Briar in case, with three inch amberoid mouthpiece for about 1/9 each and a guarantee for twelve months.

(So long a speech from my proverbially reticent victim—I rather fancy the interviewed commonly regard themselves as victims—was encouraging), so, to use Mr. Custance's own words, I "fired away" again.

'And did you find the tactics you adopted answer your expectations?'

'I am happy to say I did, and have never had cause to grumble at honest competition. I recognise the right of every man, so long as he trades honestly, to get a living as well as myself, and if he is lucky, in possessing more capital than myself, so much the better for him. Competition only spurred me on to greater effort. Customers (regular ones I mean), are not made every day. I went to the best markets for the best goods, feeling sure that I had done all that could be done, and awaited events.'

'With what result?'

'Well sir, (smiling), I don't know that I have anything particular to complain about.'

'But what about the would-be monopolists? Some have come somewhat unpleasantly near to you lately, have they not?'

'I cannot say I feel either annoyed or injured at their close proximity. Their style and mine of doing business is totally different, consequently we do not clash.'

'And how many years ago is it that it dawned upon you that revolutionary changes were coming?'

'Well, I should say about 10 or 12 years ago.'

'I take it, *that* set you thinking?'

'Well, I guess it did, and I found it was necessary to trim my sails accordingly. I could see that it was a case of sink or swim, and I certainly did not mean *sinking*. I also saw that what was touching up my neighbours in other trades was uncommonly likely to touch me up too; that is to say that the capitalist was marking this trade as his own as well as others, and my instincts as a trader at once dictated that I should, if possible, meet him with his own weapons, or if I could not do this that I should at least employ my knowledge of the trade to the very best advantage.'

'Let me see, I think you were selected as one of the Judges of the 1895 Tobacco Exhibition, were you not?'

'Yes.'

'I believe you are interested in the Tobacconists' Supply Syndicate?'

'Yes, I have the pleasure of being associated with four others in running that concern, gentlemen whose names you have doubtless heard as connected with the Trade for many years.'

'What, may I ask, was the origin of the Syndicate?'

'Well, while seeking an outlet for our capital, we also sought at the same time to benefit Tobacconists generally; as a matter of fact the small man never was in so good a position to buy as he is at the present time. Were this not so, he would find it practically impossible to cope with the opposition.'

'And have the results so far realized your expectations?'

'Yes, we are being complimented on both sides, the Wholesale Houses and our customers, on the satisfactory methods of our business, the turnover of which is going up by leaps and bounds.'

'What is your opinion on increasing the License?'

'I cannot say much on this subject, but really I think an increase would do good. There are many small traders who positively do not get a fraction out of the one or two lbs. of Tobacco they sell weekly.'

'Do you think the present lowest cutting prices will continue? It is very little trouble to lower prices, but exceedingly hard to raise them. I cannot possibly see how you are going to raise prices of present proprietary Articles, unless the Manufacturers compel the great Stores to combine with traders to sell at one uniform price, which I suppose is next to impossible.'

'Then how do you suggest getting out of the difficulty?'

'By giving your customers the very best value in Bulk Tobacco, and not by trying to obtain the extra profit out of loose, which you are prevented from getting out of packets.'

'What is your opinion of the "compromise"?''

'Well, that it is a compromise and nothing more. It is impossible there can be any finality in it.'

FENEMORE JONES & CO.,

Importers of Egyptian Cigarettes,

72, BISHOPSGATE STREET WITHIN, E.C.

SOLE AGENTS FOR

CARAVOPOULO FRERES, ALEXANDRIA,

AND

A. D. TAVANIOTTI, CAIRO.

The S and G Compromise

Important Meeting of the London and District Tobacconists' Association, Ltd.

September 10, 1896.

An extraordinary meeting of the above Association was held on Thursday last, at Ankerston's Hotel, Fleet Street, under the presidency of Mr. Peter B. Harris, the principal object of the meeting being to discuss the new scale arranged by the manufacturers as the outcome of the recent meeting. There was a good attendance.

The Chairman, in opening the proceedings, said he thought the best course would be for Mr. Hamborg to open the discussion, as he was present at the meeting at the Cannon Street Hotel, between the manufacturers and the retailers.

Mr. Hamborg explained that the Association in Liverpool wrote to him asking him to attend the deputation as representing the London Association, and as there was no time to call a meeting on the subject, he accepted the position. There were, he said, six wholesale firms represented at the meeting, including Messrs. Wills, who had four representatives. Sir Henry Wills was in the chair, and the meeting lasted for something like four hours, during which the question of cutting was very fully discussed. They were then requested to leave the room while the manufacturers discussed the matter in private, and when they were invited back again to the room, they were informed that a representative from Messrs. Salmon and Gluckstein had been seen, and that he had agreed that his firm should raise prices to the figures which they had seen in print. They, as representing the retail trade, somewhat demurred to that arrangement, because they considered the farthing business was most unsatisfactory, but as nothing further could be done, they said that they would stand by those figures for the present. It was thoroughly understood that the prices agreed upon were to be universal, not only were they to apply to the principal people that they had picked out as being prominent cutters, but it was to apply to all cutters not only in London but also in the provinces. After that certain events took place in Bristol which upset the arrangement to some extent, and as regarded London, it seemed to him that the contract had been entirely broken, the only firm that had acted up to it being Messrs. Cope, although it was supposed to be binding on all those who were at the meeting, which included Messrs. Wills, Lambert and Butler, Taddy, and Player. He did not know what was now to be done, but so far as London was concerned, the meeting in question had had no result whatever.

The Chairman said it seemed to him that all the time spent at the meeting had been absolutely wasted, and the agreement entered into was simply a farce as far as the London market was concerned. The wholesale trade evidently did not study the retailers in the slightest, and therefore they must try and see what they could do to improve their own position. The manufacturers after saying that they would help them to stop cutting, now came forward and said that they were unable to help the trade. The only firm that had stuck to the agreement was Messrs. Cope, which was a Liverpool firm. To his mind the condition of the tobacco trade at the present day was simply ridiculous. There was a time when there were tobacconists in the trade, but now there were only toy-shop keepers.

Mr. Hamborg said he ought to have told them that soon after the conference with the manufacturers, the London Association held a committee meeting, when he attended, and informed them of the arrangement come to. After discussion the meeting decided that the terms could not be accepted, and that, to some extent, explained why London had been left out of the arrangement.

The Chairman said that the meeting in question was held on August 20, and as a result the following letter was sent to Mr. George Lloyd, of the Liverpool Association: "The London Association at their meeting this day congratulated the federated associations upon the work they have accomplished in at last getting manufacturers and retailers to meet in conference and discuss the question of 'cutting prices' in proprietary articles, but upon examining the circular as submitted to this Association, fail to discover in what manner the average retailer will be benefited, and while thanking the manufacturers for the time and thought that they have given to this matter, fear that the solution suggested will not cure the evil existing." He also read the following letter which had been sent to the secretary of the federated associations:

53, 54, and 55, Holborn Viaduct, E.C.,
London, Sept. 5, 1896.

DEAR SIR,

I regret to have to inform you on behalf of Messrs. Lambert and Butler, Taddy, Player, Cope, and my own firm, that certain difficulties (amongst which are the delay in your accept-

ances of the
the resolutio
Tobacconists
arisen which
possible at the
you that it will operate in the provinces now
It is proposed to have a further meeting of manufacturers towards
the end of October, when the attendance of all will be possible,
which, owing to the holiday season, is not now the case, and
when we hope to be in a position to make arrangements to extend
the schedule to London. I would ask you kindly to inform your
London branch on the above points, and all your provincial
branches, that it was impossible to complete arrangements for
putting the schedule into force on the suggested date, viz.,
September 1st.

Yours faithfully,
WILLIAM HENRY WILLS.

The Sec.
United Tobacconists' Association.

The Chairman then invited discussion.

Mr. Cochrane said he had a suggestion to make which he thought might meet the difficulty they laboured under at the present time. His idea was that they should fall back upon their own resources, and see what pressure they could bring to bear upon the manufacturers. It seemed to him that if the ordinary tobacconist could buy on the same terms as the cutter, he should be in a position to sell as cheap as they. At present it was evident that there were two discounts, because they could go to wholesale houses and buy packet and other tobaccos at exactly the same price as if they went to the manufacturer direct, and it was clear, therefore, that these wholesale firms obtained a larger discount on their goods than was allowed the ordinary tobacconists. The people who undersold them in the trade evidently obtained their goods somehow or another as wholesale dealers, and they got the extra discount to which he (Mr. Cochrane) claimed all retailers were entitled. He would, therefore, propose the following resolution: "That in the opinion of this meeting the best remedy against cutting is that manufacturers of proprietary goods should sell such goods to all their customers at one uniform rate of discount, and that unless they agree to do so we hereby pledge ourselves, and the members of the Association, to cease dealing directly with the manufacturers for these proprietary articles." That, he said, would mean 2½ per cent., and in some cases, 5 per cent. out of the pockets of the manufacturers, and he believed the only way to reach them was through their pockets.

Mr. Hamborg said the arrangement with the manufacturers was that they should give 5 per cent. all round to all persons who bought 56 lbs. of packet tobaccos.

Mr. Cochrane said he thought the amount of discount should be left entirely in the hands of the manufacturer, it was not for them to dictate what the discount should be.

Mr. Newton said he had a proposal to make which he thought would meet the case perhaps better than the plan suggested by Mr. Cochrane. The question was whether the manufacturers would prefer to have the trade of the ordinary tobacconist to that of the cutter. His suggestion was that they should all unite and agree to buy their loose tobaccos from firms that did not encourage cutting, and their packet tobaccos from wholesale houses. He would like to see a circular sent round to the trade in London, and to the provincial associations asking for their adhesion to that suggestion, because unless they could go to the manufacturers with about half the trade behind them, he was afraid their protest would have no weight. The manufacturers had long been approached in a mild way, and as they had turned a deaf ear to the appeals made to them, he thought it was quite time for the retail trade to show its teeth.

Mr. Bentley said he considered Mr. Newton's suggestion a very good one, and he would have much pleasure in seconding it. The discussion that had recently taken place in the daily press showed them that they had no sympathy to expect from the public. In fact, they had "sat" upon them very considerably, because they thought that the honour and glory of serving tobacco to the public was sufficient remuneration for their time and labour. The manufacturers evidently thought it was their interests to play into the hands of the cutters, but as a man who had to get his living he could not afford to buy tobacco and sell it to the public for what he gave for it. That, however, was what the cutters were doing. Of course it was only done to mislead the public, and to induce them to think that they could buy all their tobaccos at equally cheap rates as the packet, but that was the greatest mistake in the world, although, no doubt, a certain section of the public were taken in, and believed it to be the case. He would like to remind the manufacturers that they introduced the packet tobaccos to the retailer, and it was he who pushed them to the front, but now with the advent of the cutter they were compelled to drop their price from 16 to 20 per cent., which left them a bare margin of profit, and the manufacturers deserted them, and practically said they could do nothing towards stopping the cutting. They had destroyed their loose tobacco trade, out of which they could get a fair profit, for the packet trade, which was no good at all. He was glad

that the Association had resolved to have nothing to do with the revised price list as circulated, because, in his opinion, it was quite unacceptable. Surely the present prices at which they sold these packet goods were quite low enough, and he would certainly not agree to any scale that went below that. Mr. Newton's resolution would enable them to bring legitimate pressure upon the manufacturers without boycotting their goods. Referring to the threat of the manufacturers to open retail shops of their own, he said the result would have been that if they sold their tobaccos at their proper prices they would not have been able to sell any of their own goods, for people would go to the cutters, and if they sold at the same price as the cutters they might smash them up, and so perhaps if the manufacturers had carried out their threat, it might have proved a blessing in disguise.

Mr. Dix remarked that in his opinion the curse of the trade at the present time was the preferential discounts that were allowed. It was a question for the manufacturers to consider whether the trade of cutters, be they 800 or 8000 strong, was preferable to the trade of the 295,000 retail distributors of tobacco who were catering for them all over the country. However strong the cutters might get they would never be able to do all the trade of the country, because it would not pay them to go into small towns where the trade was steady and regular, and it was the regular trade that was the backbone of the tobacco industry. The manufacturers could help the trade if they liked by insisting that their goods should not be sold below a certain figure. That was done in the case of Pears' Soap and other proprietary articles he could mention, and if a man was found infringing the agreement his discount was disallowed and his supplies were stopped. The retailer wanted to live as well as the manufacturer, but no man could live and pay his rent, rates and taxes out of 5 per cent. They asked no favour of the cutters, they could sell as good loose stuff as they and as good fancy goods but it was in the matter of packet goods where they were at a disadvantage. The manufacturers could remedy the evil if they wanted to but he was afraid they did not care one way or the other. He believed in the first scheme that the manufacturers adopted which was reducing the cutter's discount to $2\frac{1}{2}$ per cent., but the cutters found that it was not to their advantage to push the tobacco at such a small percentage and consequently the trade fell off. In addition to this there was another packet tobacco in the market "Keystone" which had kept before the public for four years without any pushing and what was there to prevent other firms bringing out new brands of packet tobacco on which the retailer could get a profit. As he had before said he thought the root of the evil lay in the preferential discounts and he thought it would be better in the first instance to approach the manufacturers to see whether they would consent to one uniform discount. It was impossible for the majority of retailers in London to buy 56 lbs. of one firm's tobacco at one time for the simple reason that they had not the facilities for getting rid of it so quickly. If retailers followed his example they would keep these packet tobaccos or which they got no profit, in the background, and refuse to allow any of the advertisements in their shops. He concluded by seconding Mr. Cochrane's resolution.

Mr. Beadle said that as far as he understood Mr. Newton's proposal it was that they should cease dealing with the manufacturers of proprietary articles direct, where they got 5 per cent. and deal with the wholesale houses where they would only get $2\frac{1}{2}$ per cent. He could not agree to that and thought the better way would be for all the tobacconists in a neighbourhood to combine together and purchase in such quantities direct that they would be able to get 5 per cent. discount, and thus sell at the same price as the cutters. The celebrated cutting firm started next door to him a year or two ago and that was the way he had been able to meet them and he thought that if the system of co-operative buying was introduced in different districts it would go a long way towards meeting the competition of cutters.

Mr. George said that Mr. Beadles's suggestion was all very well, but he was afraid that there were not many men in a district who would be willing to put their hands in their pockets and buy, say 100lbs. of packet tobacco for cash, and then sell it to his neighbours for exactly what he paid for it. For one thing there were very few men who had the cash to do it, and then there was a large amount of jealousy existing in the trade which he was afraid would prevent any scheme of that sort from ever being extensively adopted. In his opinion the only way to deal with the manufacturers was for the retail trade to stop dealing with them for all their cut stuff, and he would close his accounts to-morrow with such firms if every member in the room would promise to do the same.

Mr. Finkin said he would like to know whether, supposing they did buy together and obtain the 5 per cent discount, they were to sell at the same price as the cutters! If so, he would never agree to it because he would not sell anybody's stuff for 5 per cent profit. The tobacconist had created the demand for these packet goods, and then the cutter came along and sold at such a small margin of profit, that the ordinary tobacconist could not possibly sell the articles at all. In his opinion the best policy was to keep the proprietary articles in the background as much as pos-

sible, and to push the sale of good loose tobaccos, and deal as far as they could, with those firms who would not supply the cutters.

After some further discussion Mr. Cochrane's resolution was carried, as was Mr. Newton's.

In reply to Mr. Cochrane, the Chairman said it seemed to him that both the resolutions ran together—they were in no way antagonistic.

Mr. Newton said the only thing he disagreed with in Mr. Cochrane's proposal was that he thought it would shut out all wholesalers, and they had persons in the trade who were retailers as well as wholesalers.

Mr. Cochrane replied that in such a case they would be considered as retailers.

Mr. George said that before they took any definite action, and closed their accounts, he thought it would be as well if the resolutions were submitted to the manufacturers, together with an intimation that if their desires were not acceded to, that then they would carry out their resolve not to purchase their loose tobaccos of such firms as supplied the cutters.

The Chairman said he would rather that the resolutions should be communicated by letter than that an interview should be sought, because to say the least the manufacturers hitherto had not been very willing to meet representatives of the retailers.

Mr. George said he should be quite willing to propose that the resolutions be forwarded to the manufacturers, with a request that a reply should be sent within three weeks.

This proposition was agreed to.

Mr. Dix said that they could not claim to compel the whole London trade to carry out the resolutions just passed, and he thought it would be as well if those present who had voted, would sign their names, so that it might be seen how strong they were.

Mr. Newton suggested that in addition to getting the signatures of those present an effort should be made to canvas the London trade for signatures, because he was afraid that unless they could go to the manufacturers with a half of the trade in London behind them, they would not be listened to, and would be making themselves ridiculous. Unless they could show the manufacturers that their trade was worth more to them than that of Salmon & Glucksstein, they would not do anything for them.

Mr. Hamborg pointed out that he was afraid the resolution of Mr. Newton's would be to a large extent inoperative, because about three-fourths of retail tobacconists of London were not free agents as to where to deal. Many of them were under obligations to the manufacturers and were compelled to deal with them direct.

After further discussion a paper was passed round for signatures, when the Chairman announced that only 21 persons had signed it, and later on in the meeting some of the signatories asked for their names to be taken off, as they said they had signed under the impression that their names were simply required as a record of those attending the meeting.

It was agreed that the replies of the manufacturers should be considered at the next ordinary meeting of the Association, to be held some time next month.

On the invitation of the Chairman a discussion ensued regarding the advisability of abolishing the present membership fee of 2s. 6d., and making all tobacconists members who were willing to sell "Keystone" at the *minimum* price fixed by the Association. Eventually it was decided that the question should be brought forward at the ordinary meeting in the form of a resolution.

A vote of thanks to the Chairman for presiding closed the proceedings.

As it is fairly obvious that retaining old prices in London, and raising them in the provinces is no SETTLEMENT, we print the following for reference in the near future.—ED.

THE MEMORIAL.

July 15, 1896.

We, the undersigned, representatives of the retail tobacco trade, beg respectfully to approach you, and the other leading manufacturers, concerning the serious question of "cutting" now prevalent in so many directions. After most exhaustive investigation and careful consideration, we desire to bring before all manufacturers the following conclusions we have arrived at:

1. That the profit now obtained by legitimate tobacconists on proprietary articles is low enough to satisfy consumers and all legitimate competition.
2. That the prices adopted by certain leading "cutters" for the best-known proprietary articles (presumably to introduce other goods) does not allow a profit beyond the working expenses of a business, and must consequently, if universally adopted, without shadow of doubt, lead to ruin amongst numbers of tobacconists, and serious bad debts to manufacturers.
3. That, under these circumstances, it is to the mutual advantage of both manufacturers and retailers to take every possible step to stay this evil.
4. That no course will, in our opinion, stop the evil other than

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the binding by manufacturers of all their customers not to sell the goods referred to, either directly or indirectly, under a fixed minimum price, under the penalty, upon proof of default, of immediate closure of account and stoppage of supply.

5. That the course indicated by the preceding paragraph, while it would be attended with difficulties, and necessarily entail a great deal of labour, is practicable, and would be successful.

6. That every week is making the position more serious and more difficult of dealing with, and that the importance of promptness of action cannot be too strongly urged.

7. That we are ready to co-operate with the manufacturers and to render any and every assistance we possibly can. We are of opinion we can, by our personal efforts and, if necessary, by the employment of detectives, make the carrying out of what we suggest much more easy than may at first appear possible.

8. That we urge the manufacturers, collectively if possible, or, if that prove not possible, individually, to adopt our suggestion.

9. That, if it be deemed likely to be of any advantage, we shall be glad by representatives from our district, to meet you in London, at an early date, to discuss the question.

10. We ask the manufacturers who recently met and decided to deal experimentally with certain "cutters," in connection with discounts, to communicate with each other, and with other manufacturers they may think well, as to the desirability of an early meeting of manufacturers. We also ask that manufacturers will individually favour us with their views as to the whole subject of our suggestion, and particularly (in view of saving time) as to the desirability of manufacturers and representatives of the trade meeting in London.

11. We ask that all communications be addressed to the secretary of the United Tobacconists' Association, Mr. George Lloyd, 3, Crosshall Street, Liverpool.

We are, gentlemen,
Your obedient servants

(Here follow some 1,000 signatures).

THE MANUFACTURERS' REPLY TO IT.

53, 54, and 55, Holborn Viaduct, E.C.,
London.

DEAR SIR,

On Thursday, the 23rd inst., we had the pleasure of meeting your six representatives—Messrs. Watts, Knight, Laycock, Hamborg, Carter, and Ashton—when we most exhaustively discussed with them the question of "cutting," and when we were also able to point out the immense, and, in our opinion, the insuperable difficulties attendant upon the adoption of Clause 4 of your circular bearing date 15th inst.

We are thoroughly convinced, as we informed them, that such a scheme as is therein suggested is absolutely impracticable. After a long discussion and interchange of opinions, the deputation withdrew to further consider the matter. During their absence we considered the question ourselves from every point of view, and at length decided to send for Messrs. Salmon and Gluckstein in order to ascertain if it were possible to induce these gentlemen to raise their prices.

Messrs. Salmon and Gluckstein responded to our call, and we are glad to inform you that after putting our arguments very forcibly before them, and bringing to bear upon them all the pressure in our power, we were at length able to induce them to consent to raise their retail prices in accordance with the appended scale. On communicating this fact to your representatives, they expressed themselves as being satisfied with this solution of the difficulty, and accepted the same on behalf of themselves and those they represented, and gave us to understand that your association would shortly forward to us a copy of your minimum retail list, in accordance with the schedule at foot.

We sincerely trust that this is a solution of the serious difficulty under which we have been labouring, and that it will place the whole of the retail trade upon a more reliable and satisfactory basis.

We have given immense thought and a very considerable amount of time to this matter, and therefore hope that you will loyally support us in our efforts to bring about a settlement of this long-standing evil.

We shall be glad to receive at an early date an acknowledgment of this letter, coupled with a formal acceptance of this solution.

Yours faithfully,
W. H. WILLS,

Chairman of meeting at which were represented
Messrs. Cope, Hignett, Lambert and Butler,
Player, Taddy, and W. D. and H. O.
Wills, Limited.

SCALE.

Packet tobaccos	up to 5s. 1d. to be sold at	- -	4d. per oz.
" "	from 5s. 2d. to 5s. 4d. to be sold at	4 1/2 d.	"
" "	from 5s. 5d. to 5s. 8d.	4 3/4 d.	"
" "	from 5s. 9d. to 6s. 0d.	4 3/4 d.	"
" "	from 6s. 1d. to 6s. 4d.	5d.	"
" "	from 6s. 5d. to 6s. 8d.	5 1/2 d.	"
" "	from 6s. 9d. to 7s. 2d.	5 3/4 d.	"

LETTER FROM THE SECRETARY OF THE LONDON AND DISTRICT TOBACCONIST ASSOCIATION, LIMITED.

SIR,

This long hoped and worked-for gathering has at last become an accomplished fact. Representatives of the three branches of the trade have met, considered, discussed, and decided the basis upon which a minimum price could be fixed for retailers to sell proprietary goods all over the kingdom. Any firm or individual selling below the officially agreed price to be treated as a 'cutter,' and his supplies to be stopped so far as the manufacturers are concerned, with the help of the local associations. Any factor or wholesale dealer supplying the said 'cutter' after due notice being personally served upon him, to be treated in the same manner, viz., supplies stopped. Now it remains to be seen whether the scale of prices agreed upon will be of any benefit to the bulk of the retail trade throughout the larger centres of population or in the country districts, the agreement being that proprietary packets costing up to

5s. 2d. to 5s. 4d.	to be sold at	4d. per oz.
5s. 5d. ,, 5s. 8d.	" "	4 1/2 d. "
5s. 9d. ,, 6s.	" "	4 3/4 d. "
6s. 1d. ,, 6s. 4d.	" "	5d. "
6s. 5d. ,, 6s. 8d.	" "	5 1/2 d. "
6s. 9d. ,, 7s. 2d.	" "	5 3/4 d. "

This scheme would work out, where the output is, say 1 lb. a week of these greatly advertised goods as under, if the retailer can buy so as to get his 2 1/2 per cent. discount.

COPE BROTHERS AND CO., LIMITED.

lb. Tobacco.	Cost.	Sell at	Returns.
1 Golden Cloud	5s.	4d.	5s. 4d.
1 Prairie Flower	4s. 8d.—9s. 8d.	4 1/2 d.	5s. 4d.—10s. 8d.

HIGNETT BROTHERS AND CO., LIMITED.

lb. Tobacco.	Cost.	Sell at	Returns.
1 Pioneer	6s. 6d.—6s. 6d.	5 1/2 d.	7s. 0d.—7s.

LAMBERT AND BUTLER.

lb. Tobacco.	Cost.	Sell at	Returns.
1 Bird's-eye	5s. 3d.	4 1/2 d.	5s. 8d.
1 Gold Flake	5s. 4d.	4 1/2 d.	5s. 8d.
1 May Blossom	5s.	4 1/2 d.	6s. 4d.
1 Blended	5s. 6d.	4 3/4 d.	6s.
1 Log Cabin	6s. 6d.—£1 8s. 7d.	5 1/2 d.	7s. 0d.—£1 10s. 8d.

J. PLAYER AND SONS, LIMITED.

lb. Tobacco.	Cost.	Sell at	Returns.
1 Navy Cut	5s. 6d.—5s. 6d.	4 3/4 d.	6s. 0d.—6s.

TADDY AND CO.

lb. Tobacco.	Cost.	Sell at	Returns.
1 Imperial	5s. 2d.	4d.	5s. 8d.
1 Myrtle	6s. 0d.—11s. 2d.	4 3/4 d.	6s. 4d.—12s.

WILLS, LIMITED.

lb. Tobacco.	Cost.	Sell at	Returns.
1 Bird's-eye	5s. 5d.	4 3/4 d.	6s.
1 Capstan	5s. 4d.	4 1/2 d.	5s. 8d.
1 Gold Flake	5s. 4d.	4 1/2 d.	5s. 8d.
1 Castles	6s. 8d.	5 1/2 d.	7s.
1 Westward Ho	4s. 10d.—£1 7s. 7d.	4d.	5s. 4d.—£1 9s. 8d.
2 1/2 per cent. discount	£4 9s. 0d.	2s. 3d.	4 16s. 0d.
	£4 6s. 9d.		Net cost 4 6s. 9d.
			Gross profit 9s. 3d.

This scheme gives back to the 'cutter' his full 5 per cent. discount, and he agrees to obtain an extra 4d. per lb. profit on his present prices. Independent of the wholesale man, how many of the 4,000 tobacconists in London could give an order of 1/2 cwt. of any one manufactured packet? That is to say, after the retailer has found 256 customers who want these goods, stood twelve or fourteen hours a day in his shop, and distributed these goods like an automatic machine, his labour is rewarded with a profit of 9s. 3d. What extortion! In the early days of the London Association, when this question of 'cutting' was discussed with the manufacturers, they used to tell us that it was impossible for them to take any action that would benefit the retailers. Some of them threatened that if the retailers refused to advertise their goods gratuitously, and thus keep them before the eye of the public, they would open retail shops themselves. What a pity they did not try the experiment instead of backing and favouring the 'cutters' then existing, to the ruin of thousands of traders who helped them to build up their mighty businesses.

Would any action have been taken now if the 'cutters' had not made the mistake of going to Bristol where the ruin which has been taking place in all other localities where these 'cutters' have established themselves would follow their appearance in that city? Then it was that action was taken, I think, in earnest.

But back to the price-list. Why introduce these 'farthings'? The coin is not liked by Londoners, and in the Northern Counties is absolutely refused. Would it not have been fairer to the retailer, just to the manufacturer, and convenient to the public to have retained the even money and the halfpenny?

The very firm who introduced the system found it inconvenient and annoying, and as a rule tender their customers a box of matches (on which they make a profit), in lieu of the coin.

The original scheme adopted by the manufacturers of stopping a portion of the discount to those who gave their profit away, seemed to be the means of stopping the 'cutting,' because no firm can afford to carry on their business on a discount of 2½ per cent. on nearly half their turnover (as proved in a late trial), and pay their shareholders 7½ per cent. on capital invested.

Notwithstanding the apathy of the average retailer with regard to what has been accomplished by the various associations, there are still a few men true to their trade who are trying their very hardest to place these matters on a satisfactory basis, so that all may live and pay their way, and it behoves every man who would be true to himself to join the association and let the trade speak as a concrete whole.

I am certain that with more hearty support of the London retailers more satisfactory results can be obtained.

A general meeting of the retailers of London and Suburbs will be held at Anderton's Hotel, Fleet Street, E.C., on Thursday, September 10, at 2.30 p.m. sharp, when all interested in our retail trade are invited to attend.

Yours very truly,
GEORGE T. BODEY.

Hon. Secretary London and District
Tobacconist Association (Limited), No. 81,
Turnmill Street, Farringdon Station, E.C.

THE "FINANCIAL NEWS" VIEW.

SHAREHOLDERS in Salmon and Gluckstein, Limited, would do well to consider very carefully what effect the proposed trade ultimatum with regard to the price of packet tobaccos is likely to have on the revenues of the company. We are not going to say, off-hand, that it will have a serious effect; for, undoubtedly, if, under the new conditions, Salmon and Gluckstein, and the other firm of retailers aimed at, can manage to sell as much packet tobacco at the enhanced prices as they have done under their system of pitiless rate-cutting, the profit on their business will naturally be larger instead of smaller; but whether they can do so or not is the moot point. Hitherto they have undersold the rest of the trade, and now the rest of the trade have revolted, and have petitioned the big manufacturers—Lambert and Butler, Wills, Player, Taddy, Cope and Hignett—to fix a minimum retail price below which the shopkeeper must not sell under pain of being shut out from further supplies. Salmon and Gluckstein—we allude to them specially because theirs is a limited company, in which the public are largely interested, and the shares in which are more or less actively dealt in—have been able, by reason of their numerous branches and extensive orders, to get the benefit of an extra discount, and, consequently, to sell at much lower rates than would be profitable to smaller traders. This policy has led to their practically skimming the cream of the London retail trade in packet tobaccos, with the, perhaps, natural consequence that they created at the same time a connection for the purchase of their other goods. We do not know that they were the original offenders; the Stores, if we are not mistaken, were the first to begin this custom of cutting prices; but, undoubtedly, Salmon and Gluckstein and the rival house of Baker and Co. have "gone one better" in the matter of cheapness, and have thereby attracted the public so successfully that they have threatened to scoop in nearly the whole retail trade of the metropolis.

However good these cutting prices were for the smoker, they were a serious matter for the small tradesman, who could not, with his limited turnover, live on so fine a profit. Now the manufacturers have virtually decided that they will not supply any retailer who sells their packet tobaccos at a lower price than they fix as the minimum, and this price is about a farthing an ounce in excess of that which the public has recently been accustomed to pay for them. As far as the shareholders in Salmon and Gluckstein are concerned, the question is whether, under the new conditions, the packet trade will continue to be largely retained by the firms aimed at, or will drift away to the other retail tobacconists, who will henceforth be in a position to sell on pretty much the same terms. We are disposed to think—and the conclusion seems almost a self-evident one—that the latter event will happen. A smoker may not mind going a little out of his way to effect an economy which, multiplied continually throughout the year, represents a considerable saving; but if he can get what he wants just as cheaply without going out of his way he will probably do so. In this way, therefore, the firms which have made their name and connection by rate-cutting are not unlikely to be considerable sufferers. The packet trade is, of course, only a portion of that done by the retail tobacconist—it is generally estimated at about a fourth; but so far as the "cutters" are concerned, it is the leading article, which has been the means of bringing general custom. The smoker is apt to buy his pipe and his pouches where he is in the habit of buying his favourite mixture, and there is at least the possibility that the loss of a portion of the packet trade may mean to Salmon and Gluckstein the loss of a material portion of their other trade as well. At any rate, the position is not so secure for the shareholders as could be desired, and the new departure will, no doubt, be watched with considerable anxiety.

From a financial point of view the company has not hitherto been a great success—at least, that is a reasonable conclusion to draw from the fact that the shares, on which 17s. 6d. is paid, cannot be sold in the market at better than 12s. 6d., if, indeed, at that. The company paid a dividend at the rate of 7½ per cent. last year, and it has paid an interim dividend for the first half of this; yet the shares remain at a serious discount. Surely, this indicates a want of confidence in the future, or a belief that the business was over-capitalised, or a distrust of the directors' methods. When the company was brought out, early last year, with a capital of £400,000, considerable comment was caused by the remarkable omission from the prospectus of any particulars relating to the past profits.

The public were invited to find this large sum of money with blindfold eyes and confiding hearts, and apparently they found it. It is, however, a curious commentary on the flotation of the company that whereas, about the time of the allotment, the shares were saleable at a premium, now they have fallen to a discount. It is hardly likely that they will be rescued from that ignominious position by an announcement that the big manufacturers have resolved to "boycott" the company if it does not come into line with other retailers in the matter of prices. We do not, as a rule, like these methods of trade coercion, believing that free and unrestricted competition is best in the long run, not only for the consumer, but also for the industry concerned. It must be confessed, however, that, except from the breeches pocket point of view, very little sympathy can be felt with a company which goes in for a policy of cutting down profits almost to the vanishing point in order to secure a connection for the sale of other goods, the price of which does not require such drastic regulation. The maxim of "live and let live" is a very good one, and worthy of consideration even by enterprising traders with scores of branches and keen devices to capture trade. These big retailers have hitherto been content with a profit of only 5 per cent. on packet tobaccos. They will now be compelled to sell at a which represents, say, 10 per cent.; so that if they retain their volume of trade, they will exactly double their profit. But will they retain it? Will the connection that has been built up by undercutting not melt away, at least to a large extent, when prices are the same at their shops as they are elsewhere? And if the packet tobacco trade drifts elsewhere, will not some of the other trade drift with it? We repeat that the new development is not exactly a comforting one for shareholders in Salmon and Gluckstein, though we hope, for their sakes, that the revenue will not, in consequence of the revolution in prices, show a serious shrinkage when the directors next have to give an account of their stewardship.

COPY OF S. & G.'s CIRCULAR.

TOBACCO WAR.

To Our Customers.

—:0:—

Owing to the dissatisfaction of certain Firms with the prices at which we have hitherto sold their Packet Tobaccos, to maintain which we have strenuously fought, and have also, in the Public interest, entered our strongest protests against artificially inflated prices, we are, notwithstanding, reluctantly compelled to raise the prices of certain Packet Tobaccos produced by the undermentioned Houses on and from the 7th day of September, 1896, IN THE PROVINCES ONLY, but not within the County of London.

OUR OWN TOBACCOS AND ALL OTHER GOODS sold at this Company's Branches will, however, remain at the same prices as heretofore.

SCHEDULE OF THE PACKET TOBACCOS REFERRED TO —

Manu- facturers.	Description of Tobacco.	In Packages and Tins of				
		1 oz.	2 oz.	4 oz.	8 oz.	16 oz.
Lambert	Prize Medal Bird's-eye ...	4½d.	8½d.	*1/5	*2/10	*5/8
& Butler	Navy Cut ...	4½d.	*9d.	—	—	—
	Blended Navy Cut ...	*4½d.	*9d.	—	—	—
"	Gold Flake ...	4½d.	8½d.	*1/6	*2/10	*5/8
"	Waverley Mixture ...	4½d.	—	*1/5	—	—
"	May Blossom ...	4½d.	9½d.	*1/8	*3/2	—
"	Sun-dried Honeydew ...	—	9d.	*1/7	*3/-	—
"	Jessamine ...	5½d.	10½d.	—	—	—
Wills	Bristol Bird's-eye ...	4½d.	8d.	*1/6	*3/-	—
	Westward Ho! ...	—	8d.	*1/4	*2/2	—
"	Three Castles ...	5½d.	10½d.	*1/10	*3/6	—
"	Gold Flake ...	4½d.	8½d.	*1/6	*2/10	—
"	Capstan Navy Cut. full ...	4½d.	*8½d.	*1/5	*2/8	—
"	" " medium ...	—	*8½d.	*1/5	*2/10	5/4
"	" " mild ...	—	*9d.	*1/6	*3/-	5/8
"	Traveller Brand ...	—	10d.	*1/9	—	—
Gallaher	Harlequin ...	*5½d.	*10½d.	*1/9	—	—
	Columbine ...	*5½d.	*10½d.	*1/9	—	—
"	Two Flakes ...	*4½d.	*8½d.	*1/5	*2/10	*5/4
"	Rich Dark ...	*4½d.	*8½d.	*1/5	*2/10	*3/4
"	Santa Claus ...	—	9d.	—	—	—
"	Gold Plate ...	*4½d.	*8½d.	—	—	—
"	Navy Cut ...	*4½d.	*9d.	—	—	—
Smith	Sun Cured ...	—	9½d.	*1/7	—	*6/4
	Navy Cut ...	—	*9½d.	*1/7	—	*6/4
Player	Navy Cut ...	—	*9½d.	*1/5	*2/10	*5/8
	Myrtle Grove ...	—	9½d.	*1/7	*3/2	*6/4
Taddy	Imperial ...	—	—	—	—	—
	Pioneer ...	—	—	*1/9	—	—

* In Tins.

SALMON & GLUCKSTEIN, Ltd.

CLERKENWELL ROAD,

LONDON, E.C., September, 1896.

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The Tobacconists' Text Book.

COMPILED BY "COSMO."

A TRADE ENCYCLOPEDIA.

Being a Concise Compendium of all Subjects, those engaged in any Branch of the Tobacco Trade may find to their advantage to be acquainted with.

Edited by ARTHUR BARRON.

ALEXANDRIA.—The capital of Egypt has since the Soudanese Campaign following the insurrection of Arabi Pasha, acquired a considerable reputation for 'Egyptian' Cigarettes. Egypt produces no cigarette tobacco, but the native manufacturers possess considerable ability in the art of skilful blending. The English officers while in the Soudan drew considerably upon the resources of Alexandria and Cairo for their smoking supplies. The high temperature being more favourable to the delicate aroma of cigarettes than to the more pronounced 'body' of cigars or tobaccos, the 'Egyptian' Cigarette soon became very popular among our Soudanese troops. At the termination of the campaign they were introduced by them into England, they became the craze of the clubs and at most fashionable gatherings. The fashion for Egyptian Cigarettes has since then grown apace and certain well known Egyptian manufacturers have amassed snug fortunes in consequence.

ALGERIAN CIGARETTES.—These Cigarettes are made from the coarse Algerian tobaccos. The 'paper' in which they are rolled has the appearance, and is of the substance of a thick straw. The taste is acquired and is largely confined to gentlemen who travel the Continent, they are very cheap, and the sale is limited.

ALGERIAN TOBACCO.—This tobacco is grown in Algiers an African province of France. The tobacco has no particular merits, lacking in both body and aroma, and owing to its exceedingly coarse character, is not adapted for manipulation. Its consumption is largely confined to France, Algiers, and the French possessions. The French government has given considerable encouragement to the planters of this tobacco, both in the way of subsidies and legislative concessions, it is however very doubtful if its consumption will ever extend much beyond its present limits.

ALLOA.—Spun tobacco made up in a thin roll, commonly called ladies' twist, brown and black. It is very fine in substance, the stalk being wholly removed. It is made of good Virginia tobacco. Its sale is principally confined to pitmen and dock laborers in the north of England, who use it for chewing as well as for smoking.

ALUMINIUM is a white metal resembling silver in appearance, it does not oxidise in air even at a red heat, has no action upon water at ordinary temperature and is not acted upon by sulphuretted hydrogen or sulphide of ammonium and thus preserves its lustre where silver would be tarnished and blackened. Quite recently numerous designs have been introduced to the markets of aluminium Cigar, Cigarette and Match boxes. Owing to the beautiful appearance of the metal and its well known qualities it became very popular. Aluminium under the name of Alumum has also been used favorably as a mounting for pipes.

AMBER.—The varieties of amber known to the trade may be reduced to three, clouded, clear, and lemon color. The clouded is certainly the most beautiful, while lemon is in great demand largely owing to its rarity. Some years ago the better class pipe had fish tailed mouth pieces, the gradual spreading of the mouth piece towards the end closely resembling the tail of a fish. The term as now applied to pure amber to distinguish it from its various imitations is *block amber* because made from the solid block. Amber is chiefly obtained from the dreary and desolate region of Samiland, on the Eastern Baltic, a strange, weird land of blowing sand, shifting sand-dunes, and poverty-stricken amber-hunters. It is a cold northern Sahara. The district produces absolutely nothing but amber; vegetation it has none, and from Konigsberg, its capital, to the end of the promontory, scarcely anything subsists that a man could live upon. Most of the amber is obtained after stormy weather by men who wade in the

water with long hooks in their hands, and secure the lumps torn up from the submarine beds, among the floating seaweed. But a considerable portion is also got by diving. For the beds are almost all below sea-level, and it is only after heavy storms that the precious resin is dislodged in any quantities. No wonder it seemed to earlier ages a gift from the gods, very mystic and magical. Konigsberg and Memel are the centres of the export traffic. The biggest lumps go direct to Constantinople, Mecca, and North Africa, partly to be used up in Mohammedan ceremonies, and partly to be carved into cigarette-holders, pipe-stems and personal ornaments. The smaller pieces are sent to Italy, where they are manufactured into beads and other gew-gaws. The lumps vary immensely in size; there is one in the Berlin Museum which weighs 15 lb. At first sight, the ingenious observer is apt to think no pine-trees of our days produce such masses of resin. But, then, he should remember he is comparing a few hundred years of our cleared and stunted Europe with many ages of unbroken forest and big groves of gigantic pine-trees.

AMBEROID.—This is the nearest approach to block amber and is termed moulded amber. It being moulded from particles of block amber with other compositions of a varied character. Amberoid is now made to such perfection that even experts are often puzzled to distinguish the one from the other. The safest guide is that amber possesses a great brilliancy peculiarly its own which is never seen on amberoid, and again amber possesses a greater resistance to the teeth.

AMBER CAPE.—A recent introduction, being the finest class of iron amber, much lighter in color, greater power in resistance, and the nearest approach to Amberoid.

AMBER IRON.—This was one of the first imitations, a dull reddish clumsy imitation, largely composed of camphor, having a disagreeable odour and only used for the common class of pipes.

AMERICAN TOBACCOS.—The majority of tobaccos are practically produced upon the American continent. As many of them however are largely associated in repute with the districts from which they take their names, it is better to deal with them individually in their alphabetical order than collectively under one common head. I will therefore merely briefly refer to those *American Tobaccos* that are retailed to the consumer in their original form as imported for immediate consumption to the English markets. These tobaccos are granulated and in bars and cakes, in the United States they are used more for chewing than for smoking. In England except among certain classes, chewing tobacco is not fashionable, in the United States it is widely prevalent. Certain of the American importations make excellent smoking tobaccos, the British however is not favorably inclined to granulated tobaccos, while on the other hand, he can produce good sound tobaccos in every way suitable to his palate of home manufacture at a reasonable price he is averse to paying a prohibitive figure for American importations. With the exception of one or perhaps two well known brands the consumption of manufactured American tobaccos is somewhat limited.

Some years ago, attempts were made to popularise 'The Durham Bull,' 'Lone Jack' and 'Lorrilards,' but after somewhat of a temporary spurt these specialties rapidly fell back into obscurity. The few brands that command any attention now practically emanate from the one firm, who in a large measure holds a monopoly of American tobaccos and American cigarettes.

AMSTERDAM TOBACCO SALES.—These periodical sales of tobacco, are well known to the tobacco brokers and large dealers throughout the world. The sales take place after the gathering in of the crops and Amsterdam is full of tobacco purchasers, at different periods during April, May,

June and July. The tobacco is put up for sale in parcels, usually containing from 400 to 500 bales, a bale would contain about 170 lbs. of tobacco. The 'parcel' put up for sale would represent the whole of the crop of one plantation. The sales are not by auction, they are by tender. The crop of the one plantation would be quite a number of varieties in grades of tobaccos, good, bad and indifferent. The would-be purchaser exercises the important option of spending a week if necessary, in closely examining any parcels he may be desirous of treating for. The results of close examination and calculation, would enable him to estimate what he could afford to purchase at, he then submits his tender, if his tender would be the highest he would secure the parcel, otherwise it becomes the property of someone else. All purchases are made for spot cash. Tobacco planting requires considerable capital and the planter only get his cash when his crop is sold, he consequently cannot afford to give time.

The tobacco sold at Amsterdam is *wrapper* tobacco, the tobacco that covers the Cigar comes principally from Borneo, Samatra and Java. It is needless to say that large amounts of cash exchange hands during these sales—quite irrespective of duties and dock charges.

ASBESTOS—Consists of a fine crystalline elastic fibre with a silky lustre varying in color from white to grey and green, and derives its name from being specially indestructible by fire. A single fibre of it fuses to a white enamel but in the mass it is capable of resisting ordinary flame. The knowledge of these attributes doubtlessly suggested the Asbestos Pipe. The pipe caught on immediately and led to a large number of imitations. The pipe was for some time well advertised and immense sales were the results. The advertising has now ceased, and as a consequence the Asbestos pipe is already becoming one of the have beens.

ASH (Cigar).—The color of the ash of the cigar is largely influenced by the strength of the material of which the cigar is composed, viz a light coloured cigar will give a *white* ash—medium *gray* maduro cigar dark ash, the *color* of the ash is consequently not indicative of the quality of the cigar. A white ash may be on a twopenny mild cigar, while a dark ash may be on a strong or (maduro) Havannah. The length of time that the ash may remain on depends upon two things, first, if the fillers be long or short, second, if the cigar be properly made, viz—the fillers being placed lengthways in regular order, or twisted, a habit to which careless makers are very prone.

ATTAR OF ROSES.—Used only to a small degree by cigarette manufacturers for giving a delicate perfume to the tobacco. The idea that attar of roses is used to scent snuff is erroneous, its price being prohibitive for this purpose. It may be used by some snuff manufacturers but it is very doubtful.

AUSTRIA—Owing to its close proximity to the districts where meerschaum and amber are found, has for years occupied the enviable position of being the chief centre of manufacture of meerschaum, amber, and amberoid goods. Vienna, Eidam, etc., etc., are noted in the trade as practically the head quarters. In both towns, the meerschaum and amber trades are recognised as important industries and employ a large number of hands. Great skill is employed in the delicate handling and manipulation of amber, and in the carving of meerscham pipes. It is no exaggeration to say, that the better class of meerscham pipe carvers, are in every sense of the word true artists. Their conceptions are frequently exquisite, while their fidelity to the objects they portray command general admiration. Unfortunately the meerscham pipe trade in this country has for years been rapidly on the decline, and now we do not get the splendid specimens of artistic pipe carving that formerly held a distinguished place in tobaccoists' windows.

BIRDS EYE.—Birds eye tobacco is so named because of the Virginian stalks of which it is largely composed being cut very fine, closely resembling the eye of a bird. The tobacco itself is a very pure product and not dependant for its quality upon either flavouring or blendings. Its technical strength is medium and as compared with coarse cu-

tobaccos may be termed fine cut. It is one of the most popular every day varieties of the loose tobacco trade. One or two well known firms have put it up in packets and for which they have acquired for it a considerable reputation.

BLEND.—The art of blending is undoubtedly one of the most important and one of the most difficult to acquire in the Tobacco Trade. In no industry is the aid of skilful blending so absolutely indispensable. With the exception of a few well known loose tobaccos, all tobaccos are more or less blended. It is in fact precisely this very act of blending that gives to various marketable products those peculiar qualities for which they are characteristic. While no secret is made of the fact itself, the methods adopted are necessarily secret to every factory that employs them. In the manufacture of cigars, blending is carried on to an appreciable extent. The Continental manufacturer will endeavour to assure you that in England the art of blending in the manufacture of cigars is an unknown quantity. This however is not so. The English manufacturer of cigars is fully alive to its importance, and as a result the British cigar of to-day, will hold its own with anything coming from the Continent. In the manufacture of cigarettes I am informed that the art of blending has attained its highest state of perfection, so much so in fact that there is hardly a dozen accomplished blenders, in the whole of the world. Such blenders necessarily command very high figures in salaries and have great possibilities before them.

The difficulties attendant upon the necessary blending of cigarette tobaccos is greatly enhanced, first by the extreme delicacy of the flavour of the tobacco and secondly by innumerable varieties in the growths not only of any one crop, but even of any one plantation. To be technically correct, the highest qualities of the Turkish or so called Egyptian cigarettes are *all* a matter of blending.

BOND.—The unmanufactured and manufactured tobacco when arriving from a foreign port and before duties are paid remains under stipulated conditions in government warehouses and are technically known to be 'in bond.'

It is customary on the part of importers after complying with the preliminary customs regulations to leave the bulk of their importations 'in bond' taking samples, generally known as 'dock samples' and selling therefrom. As sales are effected duties are paid and goods are cleared. While the Custom authorities afford reasonable facilities of access, sampling &c. &c., they are very particular upon one point, that whatever quantity of goods you may wish at any time to clear you cannot leave 'in bond' a smaller quantity than eighty pounds in weight. Sampling in Bond. The importer or proprietor of tobacco, may, after the goods have been weighed, take, from each package a sample not exceeding four pounds, except of foreign Cavendish or Negrohead of which two pounds only is to be allowed, unless on special application to the surveyor who may allow a further quantity of four pounds in all. Each sample is to be weighed in the presence of the proper officer and the weight marked on the label attached to it, the label being signed in full by the officer with the date of drawing.

On the first sample being drawn a second may be allowed and a further number not exceeding four in all, may be allowed under like regulations.

All samples returned are to be weighed by the proper officer and any deficiency in the weight marked on the label is to be charged with duty after an allowance as follows, viz:—

If the sample be returned within a period not exceeding			
3 months from the time of drawing	4 ozs,		
above 3 months and not exceeding	4 months	5 ozs	
" 4 "	" "	" "	6 "
" 5 "	" "	" "	7 "
" 6 "	" "	" "	12 "
			8 "

unless a quantity equal to the deficiency is returned with bond by the proprietor.

If the samples be not returned when the goods are weighed for home use the weight of each sample, less the allowance is to be added to the reweight for duty.

Negrohead and Cavendish are allowed to be manufactured in bonded warehouses. One or two large houses have bonded warehouses of their own, but in such instances they must be entirely under Government supervision.

PROPOSED

Social Union

FOR THE TOBACCO TRADE.

"Cosmo" has invited us to consider the practicability of inaugurating a Social Union on somewhat similar lines to those existing in America. We may say at once that the idea meets with our warm approval, and if we find that this view is fairly general we shall be happy to aid its fulfilment to the best of our ability. During a residence in the U.S.A. he was, he states, much impressed with the advantages accruing to the many members of such Unions, now so common in that country, and diligent enquiry convinced him that these advantages were much prized by all sections of the respective trades.

* * *

LONG hours are a *sine qua non* in all branches of the Tobacco Trade, and relaxation (not necessarily involving the consumption of much time) must surely be a benefit. Social Unions could we think be inaugurated in London, and would doubtless extend themselves to the provinces. Healthy and intelligent recreation tends, by reason of the change of thought it necessitates to improve the individual both bodily and mentally and such a scheme as is now proposed affords an excellent opportunity of friendly intercourse among all branches of the Trade.

* * *

In the summer for instance members could meet in friendly rivalry in our pet national game of cricket, in cycling contests; and in almost every other form of athletic sport. Prizes would we think be willingly given by the leading firms, somewhat similarly to those given by well known Mercantile Houses in connection with the National Rifle Association now located at Bisley.

* * *

DURING the winter months, social union could be promoted by monthly smoking concerts, possibly supplemented by an annual ball to be held shortly after the busy time of Christmas.

* * *

WE invite opinions from *all* on this subject and if anything like unanimity is indicated, we propose to hold at an early date (at a convenient hour say about at 8 p.m.) a concert at the Holborn Restaurant for the purpose of thrashing out the initial points of the scheme, the business of which we suggest can be sandwiched in with the attractions of the ever popular Smoker.

* * *

TICKETS for the Concert will be issued *free* to all, and those willing to *promise* to attend are invited to at once write us, and include any remarks or suggestions they may wish to make on the subject. Communications should be addressed,

"SOCIAL UNION"

"CIGARETTE WORLD,"

158, Strand, W.C.

"THE CIGARETTE WORLD,"

158, STRAND, W.C.

PUBLISHED 15th OF THE MONTH.

New Lines.

N.B.—Particulars of New Lines should reach us early in the month.

There are no New Lines to report upon this month, doubtless owing to the holidays.—ED. C. W.

**Our Free
Suggestion Column.**

Suggestions contained in this column are available for the free use of Subscribers.

Firms wishing to use them must of course ascertain for themselves, in the event of deeming them worthy of registration or adoption that they have not been anticipated. "Great minds think alike" and it is possible that while the authors of these suggestions may think them original they may not be so.

Gentlemen willing to communicate original ideas for this column are invited to do so but they must distinctly understand that the ideas are "pro bono publico."

In communicating, the sender is requested to say whether he wishes his name attached or not. If silent on the subject we shall conclude that he wishes no acknowledgment.

A PRIZE OF 10/6

will be awarded each month for the best suggestion on any subject calculated to be of practical benefit to any branch of the Trade. The C.W. reserves the right to print any suggestion sent in.

Pocket Pouch for Cigarette Tobacco.—A suggestion for a Patent for a tiny pocket, made say of India-rubber, with an automatically closing mouth for the use of Cigarette and Pipe smokers. Intended to fit into the ticket or waistcoat pocket. (Communicated by Henric Pitcher.)

Another "No Tick Here."—A correspondent writes respecting the illustrated "No Tick Here" suggestion in our last number. He seems to think this is quite as good. Well it has the merit of simplicity certainly.



Half D.—A suggestion for a halfpenny line of Cigarettes.

A Hint.—You will find that the mouthpieces put up in many packets of cigarettes make excellent pencil point protectors. Try them.

Smoking Concerts.—A suggestion to advertisers in the Trade. Suggest to the Secretaries you will be glad to supply coloured litho programmes *free*—space being left for artistes' names.

Glad Tidings.—A suggestion for a new Brand of Cigarettes.

NOTICE.

Messrs. John T. Illingworth & Sons, of Kendal, writes us as follows re the *Ballyfoyne* suggestion in our last number.

September 1st, 1896.

To the Editor CIGARETTE WORLD.

We notice in your first issue a suggestion for a name of tobacco "Ballyfoyne." The idea is not entirely new with us, our first application for registration being made in 1894.

Yours faithfully,

J. T. ILLINGWORTH & SONS.

PIPE MANUFACTURING IN LONDON.

London does not boast of many pipe factories. France and Austria are the homes of the pipe making industry. In both of these countries they are turned out very rapidly, and as labour is cheap, the pipe costs but little. The London factories that do make pipes, turn out a very good article; so much so, that "London made" pipes, have acquired a very high reputation. One of the oldest London pipe Manufacturers, is, Mr. F. Charatan, of the Minories, formerly of Aldgate and Kirby St., Hatton Garden. Mr. Charatan has an excellent plant aided by steam power. He is essentially a Manufacturer, producing from the raw material both bowls and mouthpieces. Although not being identified with any particular brand, he has been more or less concerned with most of the brands of "London made" pipes, that have from time to time been placed upon the English markets.

In order to sell a "London made" briar at moderate price, they must be bought well. There must not be too many intermediate profits. It is again, preferable, to sell a clean perfectly made "London" pipe, than to retail some of the inferior goods that come from the Continent. Those desirous of selling a genuine "London made" briar at a reasonable price, might find it to their advantage to consult Mr. F. Charatan.

Gleanings And Americanisms.

MR. ARNOLD GOLDSWORTHY in his amusing article, entitled 'Smokes,' in *Illustrated Bits* includes the following (we are indebted to the Editor for the blocks): "It is a little strange to sit down and think of the number of people who smoke, and to reflect at the same time that the habit is seldom acquired without very considerable trouble, to say nothing of the abrupt parting with good food. A youth who smokes tobacco for the first time in his life would probably enjoy himself quite as much at a circus. The taste isn't anything like bull's-eyes or chocolate drops; and the smoke has such a disagreeable habit of going down the wrong way. Seeing that the smoke is on the premises for the first time, however, it is not surprising that it should make a few mistakes to start with. Yet that youth will persevere and pretend that he is having a rare old time. And presently he will lay down his pipe with a sad reproachful glance and ask himself "Is this death, or what?" As a general rule it is what; and the best place for dealing with it is behind the barn or some other halcyon spot where unbroken solitude and a sweet cooling breeze may be procured on easy terms."



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"I REMEMBER some years ago being in a little German village on a Sunday morning and noting with surprise that most of the men walked to church with their eighteen-inch pipes in thorough working order. They stopped at the porch and solemnly extinguished their pipes before going in; but immediately the service was over and the worshippers were out in the street again, there was a run that was really pathetic on the only available match-box. It simply goes to show that where men have got their hearts set upon a really good work they don't want to lose any time over the job."



AN ANTI-TOBACCO SMOKER'S WILL.

A singular will made by a Belfast Presbyterian clergyman came, the *Daily News* says, last Friday before the Irish Vice-Chancellor for interpretation. One of its provisions was as follows:—"As I abhor tobacco smoking, I have told my sons, John Richard and Samuel Marcus, that if they indulge in this habit they would forfeit 500*l.* each, to be divided amongst their sisters, and should they afterwards at any time begin this habit their sisters could sue each for 500*l.*" This the Vice-Chancellor held to be entirely void.

An anecdote just now going the round of literary circles in Paris brings into clear relief the simple and frugal habits of the late M. Spuller. One morning whilst at breakfast with M. Hébrard and two other journalists, he became engaged in an amicable controversy upon some topic of the day, and offered to back his opinion by a bet, the stakes being one of the best cigars the neighbouring tobacconists could supply for each member of the party. M. Hébrard took up the wager, and won it. Adjoining to the *bureau de tabac*, the friend asked for the choicest weeds in stock, and received gorgeous and gigantic specimens wrapped in gold foil. "How much?" inquired Spuller, feeling for his money. "Twenty francs," replied the dealer. "What?" cried Spuller, aghast. "Twenty francs for

four cigars! You're joking." But the shopman pointed to the price plainly inscribed on the box, and there was nothing for it but to pay with the best grace possible. Two or three weeks later the editor of *La République Française* again met M. Hébrard on the boulevard, and invited him to share his modest breakfast and sample his Burgundy. As soon as coffee was served, he opened his desk and handed to his guest a superb Havana, remarking, with just a shade of reproach in his voice, "It is one of those you won the other day; I never could summon up courage to smoke it."

A SWINBURNE ANECDOTE.

MR. SWINBURNE, the poet, is a tobacco-hater. One night at the Arts Club he was looking round for a place in which to write, but could not find a room which was not polluted with tobacco smoke. At last he burst out with this remark to a group:—

"James the First was a knave, a tyrant, a fool, a liar, a coward. But I love him, I worship him, because he slit the throat of that blackguard Raleigh, who invented this filthy smoking."

A story of Ouida's,
Will always find readers;
The interest ne'er lags,
In her "Under Two Flags."

During two hundred pages,
Our informant engages;
He four hundred times met,
The word Cigarette.

THE LADY, THE PARSON, AND THE NAUGHTY BOY.

The National Cigarette and Tobacco Company has popularized its cigarettes by giving away with each purchase a lapel button, on which is printed some striking motto, and it was one of these innocent pieces of bone that came near causing dissension in one of the fashionable churches of the city a few days ago.

The twelve-year-old son of the pastor is as full of worldliness as scions of ministers usually are, and, of course, smokes cigarettes; so when buttons came to constitute a part of every package of those things, he was one of the first to be adorned. He soon had quite a collection, and in looking over it one day he saw one that struck him as being particularly appropriate for his father. So he picked it out, and going into the library, where the dignified old gentleman was busy at his next Sunday's sermon, he stole softly up behind him and pinned it on the ministerial lapel, and then went on his light-hearted, happy way.

A short time afterward one of the wealthiest pillars of the church, an eccentric and decidedly conventional spinster, called at the parsonage and proceeded to narrate unto her shepherd the woes that made her life a burden. She was driving away at a tremendous rate, the minister paying sympathetic attention, his fingers toying idly with the lapel of his coat, when the old maid's eye fell on that button. A stern and rigid look settled on her naturally sour visage, and she stopped talking abruptly. Then she rose to go.

"Excuse me," she said freezingly, "but I thought that was what ministers were for."

The bewildered parson tried in vain to detain her and obtain some explanation, but she was obdurate, and hurried away, with indignation oozing from her every pore. He followed her to the door, and when she had slammed it after her was walking slowly back, when he looked down on that button and the bold black letters of the motto, "I've troubles of my own; don't tell me yours."—*U.S. Tobacco Journal.*

A CLEVELAND (O) cigar dealer advertises "Nickels Extracted without Pain."

THE late Earl Russell once gave a large party, to which the Poet Laureate was invited, and during the evening his Lordship, sauntering up and down his magnificent halls, happened to recognise Tennyson.

"Hau! Mr. Tennyson, how d'ye do? Glad to see you. Hau! you've been travelling in Europe lately, I hear. How did you like Venice, hau? Fine things to be seen in Venice! Did you visit the Bridge of Sighs, hau?"

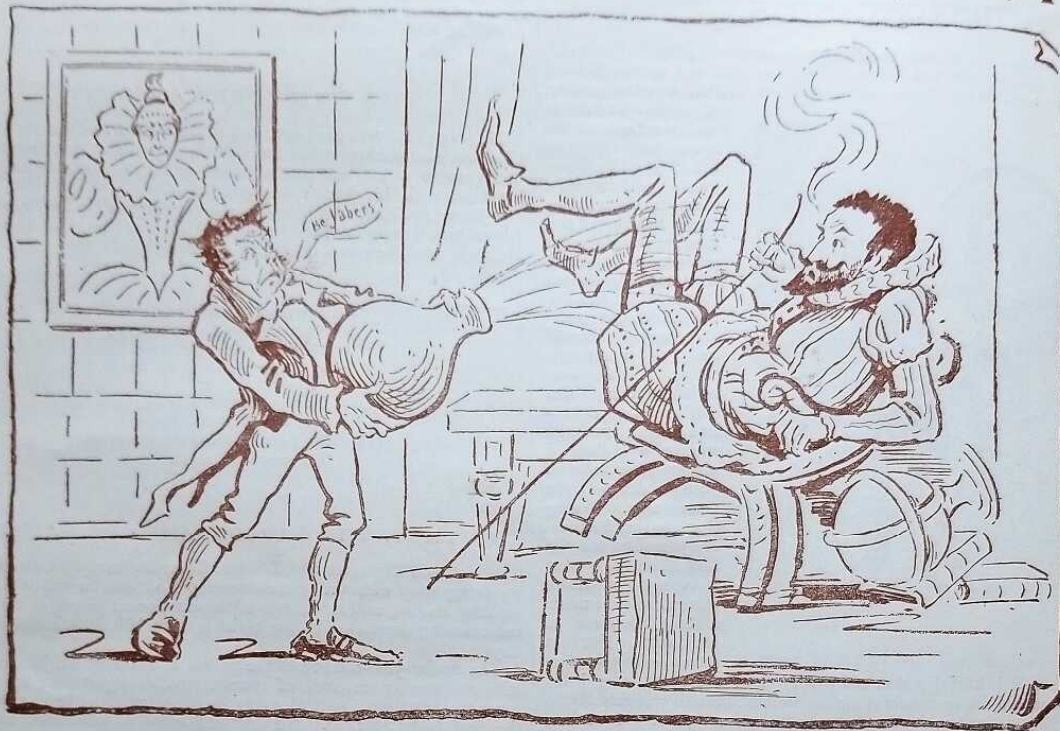
"Yes."
"And saw all the pictures, hau! and works of art in that wonderful city, did you not, hau?"

"I didn't like Venice!"
"Hau! Indeed! Why not, Mr. Tennyson?"

"They had no good cigars there, my lord; and I left the place in disgust."

THE usual thing when you put the wrong end of your cigarette or cigar in your mouth is to take a deep breath and say things. The Negritos in Luzon, one of the Philippine Islands, however, always smoke their cigars with the lighted end in their mouths, and European dwellers among them who have tried the trick say that it is undoubtedly better than our method, because you get the smoke pure, without having to draw it through nicotine-saturated leaves. They also claim that the warmth of the glowing end in the mouth is peculiarly comforting. I should say it was, until your tongue slipped, and then the warmth would be altogether too comforting for everyday use.—*Success.*

Our ? Monthly Caricature Show Card, No. 1.



BE JABERS!

Tobaccodom.

Cigarette Smokers.—are threatened with another terror. This is the "cigarette lips." It is claimed by the inventor of this mysterious term that the habit of perpetually holding a cigarette between the lips causes the upper lip to project over the lower one. The scientist who has lighted upon this discovery says: "Among the savage Africans a prominent and protuberant upper lip is produced by inserting a wooden ring in a slit in the lip, and increasing the size of the ring from time to time. The same effect is attained in enlightened lands by means of the cigarette, though the expense involved is vastly greater, as well as the deleterious influence upon the general health of the patient."

The Revenue Report.—Some interesting facts are disclosed in the Annual Report of the Commissioners of Inland Revenue. One is the continued decline in the consumption of coffee; another is the continued increase in the consumption of tobacco. Half a century ago coffee yielded the Exchequer nearly a million per annum; last year it yielded a paltry £170,959. During last year no less a quantity than 67,551,950lb. of tobacco was smoked, an increase of over two million pounds as compared with the preceding twelve months. And the worst feature from the anti-tobacconist's point of view is that while the population has increased by 1 per cent. the increase in the consumption of tobacco is three per cent. The causes are, of course, beyond the domain of the Commissioners, and can only be guessed at. Is it the fact that the growing popularity of the cigarette is largely responsible?

Judge Bishop was astonished to find broken knives and tobacco boxes used as tokens in obtaining beer on credit at Llanelly, but the practice is nearly as old as the beer trade. If publicans insisted upon having written orders for liquors drunk off the premises by the workmen, the outdoor trade would quickly dry up. Writing materials are not extensively distributed over the average works and a mill man or doubler is not in the mood for producing autographs when bathed in perspiration.

Tramway Smoking.—The differences between the smokers and non-smokers on the Huddersfield tramways have evoked a vigorous communication in regard to the pipes and tobacco on the open Manningham cars—familarly called "toast-racks." Our correspondent points out that smokers almost invariably jump on to the front row of seats, oblivious of the fact that the non-smokers behind have thus, willy-nilly, to inhale the tobacco which has already passed through the mouths of the smokers. This can be pleasant to no one. To many, especially to ladies, it is often sickening. Our correspondent suggests, sensibly enough, that on the front pillar of each "toast-rack" a notice should be hung legibly inscribed with the words, "Smokers are requested to take a back seat."

Tobacco Growing in Australia.—As the result of the tobacco expert's visit to Australia the cultivation of the fragrant weed is now attracting attention in all the Southern colonies, and there is, we hear, every prospect that in the course of a few years the tobacco products of Australia will be of considerable value. New South Wales is in the forefront and is succeeding in the production of a leaf suitable for cigars. There is some prospect that New South Wales will follow the example of Victoria and obtain a

tobacco expert. Mr. Taverner, the Victorian Minister of Public Works in recognising the necessity of a cigar-leaf expert, intends to write to Mr. Sidney Smith, Minister of Agriculture in the adjoining colony, suggesting that if any action is taken in that direction he should endeavour to secure a man whose speciality is the cultivation and treatment of cigar-leaf. Mr. Boudurant, the American expert engaged by the Victorian Government, while conversant with all the details in the growth and manufacture of ordinary tobacco, has not, he tells the Government, had a wide experience of cigars. And it is suggested as a means of economising as well as of ascertaining the capabilities of the soil in regard to tobacco growing, that if New South Wales engaged an expert who was a master of the cigar industry, the two colonies would be able to exchange. Mr. Boudurant giving instruction to growers across the Murray in pipe tobacco, while their expert taught Victorian people something about cigars.

How Twist Tobaccos are made.—The method of manufacturing the ordinary kinds of light tobaccos is well known to all. The leaves are packed in cases, and cut more or less closely as a rougher or a finer "cut" is desired. In the case of flakes, a certain amount of pressure is put upon the leaves when packed, so as to form them into a cake before being cut. The manufacture of "twist" tobaccos, however, is a more elaborate process. To some extent it resembles the manufacture of a cigar. Short, scrappy, broken leaves (not necessarily of an inferior quality) are made to form a body, which is covered by larger, intact leaves, known as "wrappers." The differer makes of "twists" are in coils of different thicknesses. The continuous coil, thick or thin, is fashioned by the worker, or "spinner," upon a flat table, and is carried away from his (or rather her) hand on to a wheel by the machine, which keeps putting upon the coil a tightening twist. Hence the name. From this wheel the coils are wound into rolls, enclosed in metal cylinders or in wrappings of rope, and baked in stoves.

Mixtures.—Few smokers probably ever give a thought as to the origin of "mixture" tobaccos which are now more popular than any other single kind of the weed. According to a Huddersfield gentleman who claims to have discovered the superiority of a blend of tobaccos, and to have been the means indirectly of giving "mixtures" to the world, the practice of blending was adopted from a purely accidental circumstance. Thirty years ago, when travelling, he happened to start from London for Huddersfield (the journey was then done in six hours, instead of four, as at present) without any considerable quantity of tobacco in his pouch. But having a cake of sweet tobacco, he decided to eke out his store by cutting strips and mixing them with the ordinary tobacco. The result was eminently satisfactory, and henceforth he became his own blender and manufacturer, adding Irish roll to sweet cake and returns. Subsequently meeting a former Huddersfield resident, at that time employed at Liverpool in the tobacco trade, the two fell to talking "shop," and the new mixture came under discussion. The ex-Huddersfield tobacco-maker relapsed ultimately into a brown study, gave wrong answers to questions, and in other ways manifested mental aberration. When brought to himself, he remarked, "I was thinking what fools we have been never to have thought of this before." The upshot was that the firm by whom he was employed put the first mixture on the market within a month, at the same time adding another £100 to his income.

CHARLES MAAS

And Co's



CROWN

RECHERCHE

PIPES.

13, Jewin Crescent, London, E.C.

AND AT VIENNA.

Telegraphic : Address :

London : "Coronation, London."

Vienna : "Coronation, Wien."

W. H. LOWRY & CO.,

Cigar & Cigarette Merchants & Importers,
3, BURY COURT, ST. MARY AXE, LONDON, E.C.

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Tr. A. Thalassino's EGYPTIAN CIGARETTES.

6d. PACKETS OF 10.

High Class Goods at Moderate Prices, showing Good Profit.

First Honours Awarded.



Trade Mark.

FRAENKEL BROS.,

The Leading Wholesale Tobacconists, Manufacturers, and Shippers.

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OUR NEW SHOW ROOMS, COVERING A FLOOR SPACE OF 14,000 FEET, ARE THE LARGEST IN THE KINGDOM, AND OUR BUSINESS AND STAFF OF EXPERIENCED ASSISTANTS EXCEEDS THAT OF ANY SIMILAR HOUSE IN THE TRADE, ASSOCIATIONS, COMPANIES, AND ALL OTHER WHOLESALE TOBACCONISTS PUT TOGETHER.

WE DEFY ANY OTHER HOUSE TO SELL AS CHEAP AS WE DO, AS WE ARE THE LARGEST BUYERS IN THE TRADE.

2d. per lb. discount allowed (which is nearly 5 per cent. off) on all manufacturers' packet tobaccos, and deducted at time of purchase

JUST OUT.—NEW PRICE LIST,

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Cigarettes by Weight
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Superior Gold Flake Honey Dew
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WE DEFY
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Richmond Gems,
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Old Gold and
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17s. 9d. per 1,000.

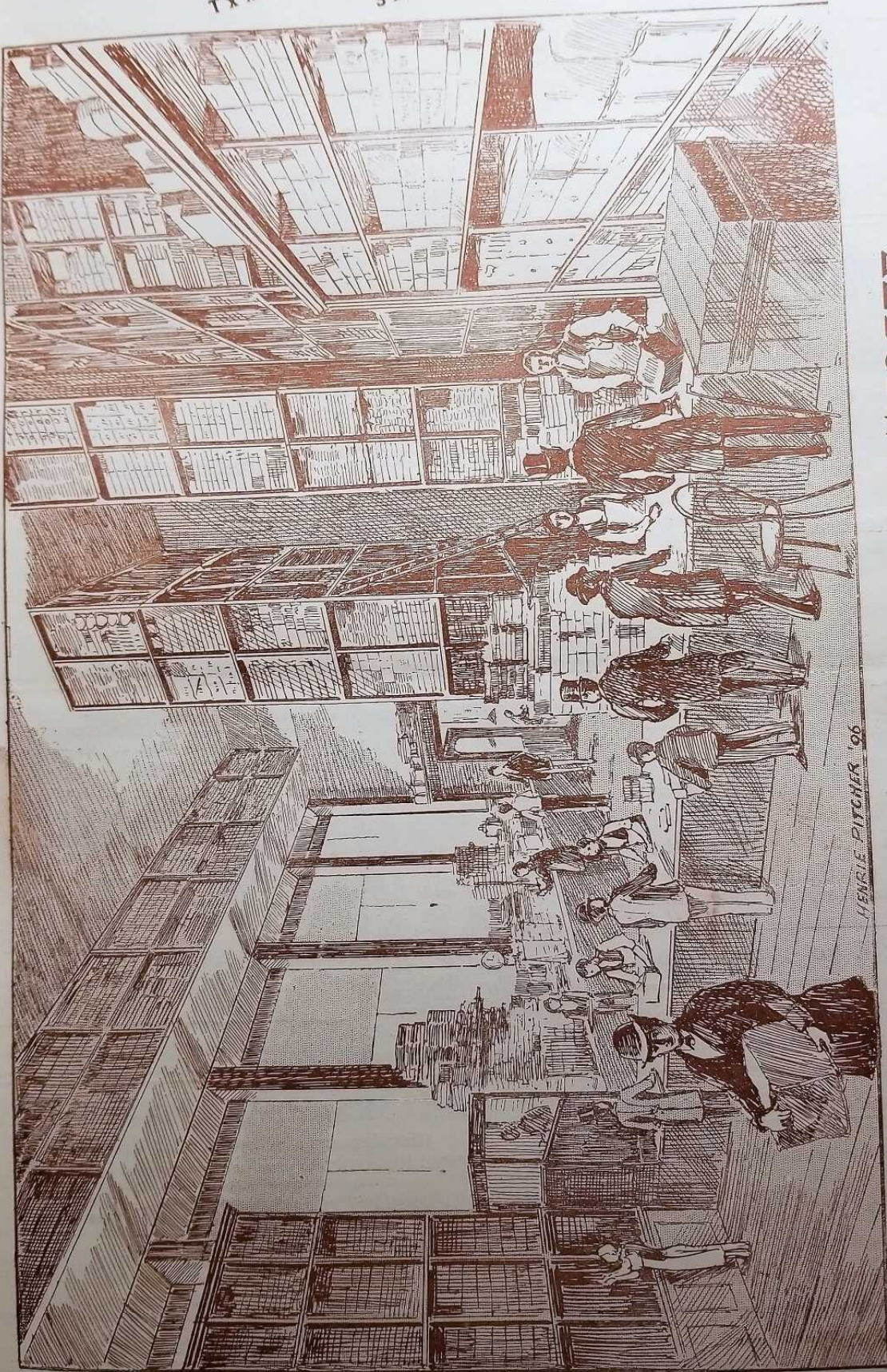
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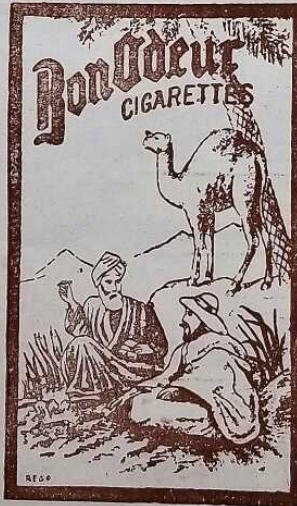
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ALL PACKED IN TINS AND FANCY BOXES.

10/-, 25/-, 50/-, and, 100/-.

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EXTRA SPECIAL "ROSE PINK"

GOLD TIPPED.

Particularly adapted to the New Woman.

WEIGHT GOODS—

VIRGINIA,

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GOLD TIPPED.

ALL OUR GOODS ARE HAND-MADE.

To Tobacconists and Others.

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"TOBACCO JOKES for TOBACCO FOLKS"

Originally published by E. S. CATON in 1886.

Address, stating price, to S. S., c/o Vickers, Nicholas Lane, E.C.

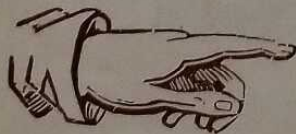
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HAVE REMOVED to more extensive premises, 146 Minories, E.C. Well-known manufacturers of genuine London-made pipes. Send for samples of their remarkable lines of well-finished silver-mounted briars at 8/6 and 12/6 (assorted or otherwise). Sample dozens sent to any part carriage paid. Remittance with order. Shapes or sizes not approved of exchanged.

Repairs of all kinds promptly executed. Mounting in gold and silver at lowest prices by large staff of skilled workmen.

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A NEW CIGARETTE FOR THE PEOPLE.

Each packet contains

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made of high-class and pure tobacco, one coupon, and upon presentation of 1,500 of these coupons to the "STAR" and "MORNING LEADER" CIGARETTE COMPANY, PREMIUM DEPARTMENT, 73, FARRINGTON STREET, E.C.

A HIGH GRADE
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These Cigarettes are manufactured by—

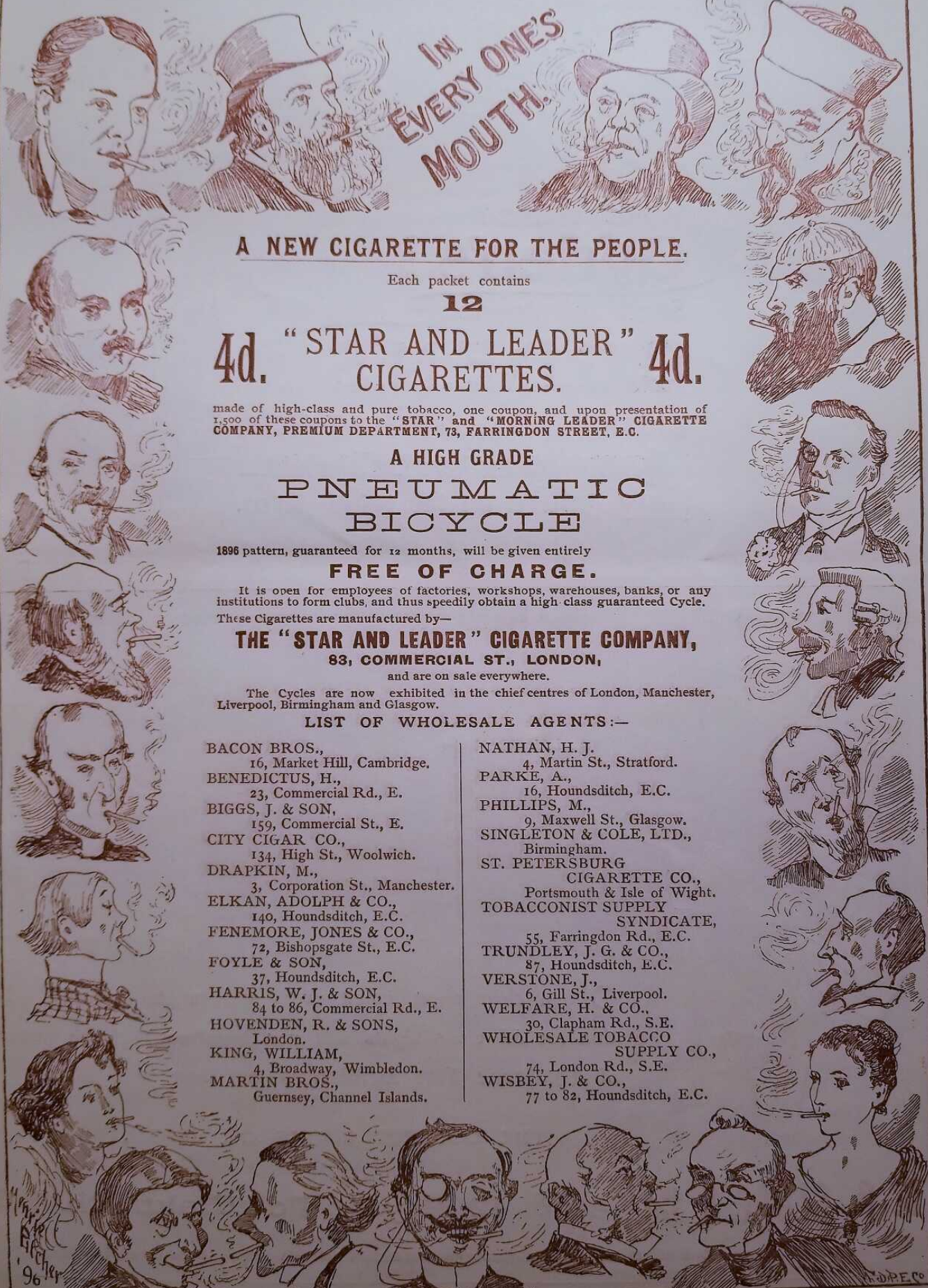
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96

D.P.E.C.



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Are you there?
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Why don't you put me on the right firm?
I want Ogden's
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Now you're on the right firm.



ON a clear night, count every star in the heavens. Do this for 37 clear nights and you have counted the number of Challenge Flat Brilliantes that have been sold!

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