

ESTABLISHED 1864

TOBACCO LEAF

DEVOTED TO THE
Wholesale and Retail Cigar and Tobacco Interests of the World

Vol. XLV.—No. 2,244.

NEW YORK, FEBRUARY 26, 1908.

Yearly Subscription, \$2.

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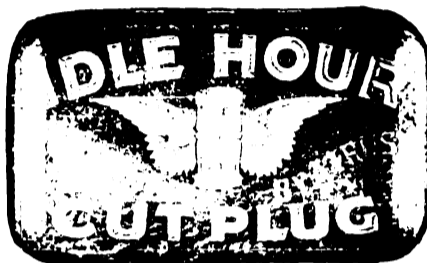
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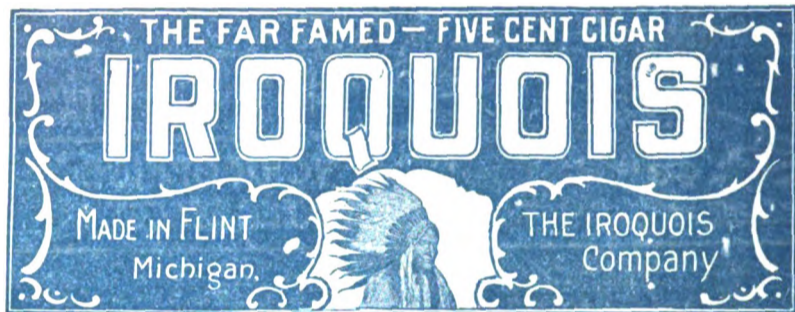
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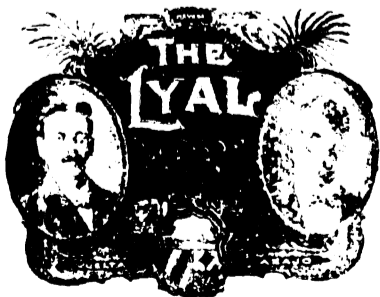
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THE TOBACCO LEAF

Established 1864

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JOHN BAIN, Jr., Publisher

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Vol. XLV.

NEW YORK, FEBRUARY 26, 1908.

No. 2,244.

IN MR. DUKE'S ROOM

Star Chamber Proceeding Is Held
in the Suit Against the

A. T. Co.

The defense in the suit of the Government against the American Tobacco Co. had their first inning in the trial Tuesday, when their first witness, James B. Duke, head of the tobacco trust, was examined at his home, Eighty-second street and Fifth avenue. The proceedings were held in the Duke mansion because of the illness of the witness, his physician stating that Mr. Duke had contracted a cold and that it would be unwise for him to appear at the Federal building until his condition improved. Rather than delay the completion of the records in the case, Attorney McReynolds consented to continue the taking of testimony in Mr. Duke's bed-chamber.

No one was allowed to enter the house besides the physician, United States Commissioner Shields, Messrs. McReynolds and Grosvenor, the Government counsel, a stenographer, and Mr. Duke's lawyers, ex-Judge William M. Wallace, Junius W. Parker, W. W. Fuller and De Lancey Nicoll. The butler, acting under orders from Mr. Duke, he said, refused to take cards from the regular court reporters to the Commissioner. It was a star chamber proceeding, with the defendant witness propped up in bed on pillows.

The testimony was ancient history of the tobacco trade and void of interest, being nothing more than a review of the formation of the American Tobacco Co.

The organizer of the tobacco trust testified that he began business at the age of fourteen with his father as a partner. They manufactured cigarettes in an old barn in Durham, N. C. Later, Mr. Duke added to the firm two of his brothers and George W. Watts. A few years later the business was incorporated, each partner taking one-fifth of the stock.

He said the books of the company would show that, with one or two slight exceptions, all the concerns taken in had proved good investments. None of them is operated at a loss. He had told the history of his various tobacco enterprises up to 1899 when it was suggested that he might be tired.

Mr. Duke said he felt a little fatigued, and Court was adjourned until ten o'clock Wednesday morning.

ALEXANDER BROS.' AFFAIRS

It is stated that Alexander Bros., leaf dealers of 212 Pearl street, have begun negotiations with their creditors for a settlement on the basis of thirty cents on the dollar, and that all the creditors but one have signified their acceptance of the offer. The liabilities amount to \$30,000. Among the creditors are Weil & Co., \$5,000; A. Cohn & Co., \$1,500; George V. Watson & Co., \$1,800; Elias Bach & Son, \$1,900; Weil & Sons, \$700; Joseph Mayer's Sons, \$2,100; I. Bijur & Son, \$600; Friend & Co., \$300.

You don't see the TOBACCO LEAF lying around with the wrapper uncut. Every subscriber is a reader.

HOW TRADE VIEWS "UNITED'S" CHANGE

"Without the Coupon All Stores Will Be On the Same Basis"—TOBACCO LEAF'S Announcement of Abandonment of Coupon System by "United" Created Sensation

The exclusive announcement made in last week's TOBACCO LEAF that the United Cigar Stores Co. had determined to discontinue the use of coupons produced a profound sensation in the trade. The news was altogether unexpected, and several days passed before the independent dealers and manufacturers could persuade themselves of its genuineness. Now that the policy of the "United" to give up the coupon system has been confirmed abundantly the past week and admitted by the officers of the company, skepticism has given way to speculation on the result of the contemplated change and the effect it will have on the retail trade throughout the country.

President John W. Merriam, of the Tobacco Trades Protective League, stated that he was highly gratified by the news of the "United's" policy to throw out the coupons. The League, however, favored the passage of the Tawney anti-coupon bill and no change in the attitude of the United Cigar Stores Co. would influence its officers and members to cease working for the prohibition of the coupon by National legislation.

* * *

A large number of New York dealers and manufacturers, representatives of the independent trade, have been interviewed during the week on the "United's" surprising change of policy. While many express the belief that the trust stores will resume the coupon system with far more haste than they abandoned it, there are a few who hold the opinion that the change has been made for good, sound business reasons.

Of the latter, an active member of the Tobacco Trades Protective League and one of the most prominent cigar mer-

chants and manufacturers in New York, said: "I can see why the 'United' should abandon the coupon system on the fact that the cost is enormous, and that the same amount of money spent in other ways would produce trade results equal to or superior to those derived through the use of certificates. At least it will give the trust stores an opportunity to offer their customers better cigars at the price than they have done heretofore, the point on which the representative retailers throughout the country have made their fight, successfully, notwithstanding the relentless competition and drastic methods employed by the 'United' to drive them out of business."

The general impression, however, is that the elimination of the coupon system from the tobacco trade will result in benefiting the independent dealers to a great extent. As a prominent downtown dealer expresses it, "Without the coupon all cigar stores will be on the same basis of competition. Quality of goods offered the consumer, the attractiveness of the store and attendance will be the only elements that will make for success or failure in the retail cigar business. The individual dealer has the advantage under the organization of trade along these lines."

This same dealer points out the fact that the use of the coupon has been responsible for much of the ill feeling toward the "United," the dealers almost universally regarding the practice as unfair competition. "Chain store systems are not opposed," he said, "because they were merely chain stores, but only, as in the case of the 'United,' when they use questionable means to break down and destroy competition."

MR. ARMSTRONG A VISITOR

The TOBACCO LEAF was much pleased to have a call Monday from William F. Armstrong, manager of the cigar department of Sprague, Warner & Co., Chicago. With his usual alertness and wide range of information, Mr. Armstrong set forth his views on the cigar situation in the West and showed that, as regards his house the prospects were altogether hopeful. He demonstrated, from his own experience as a cigar buyer, that by the use of common sense, coupled with a prudent lookout ahead, the cigar merchant has no necessity to adopt a pessimistic outlook as regards the business of 1908. Some readjustments of course are necessary for the present, owing to the partial swing of demand to medium-priced goods, but in the West generally he sees now more signs of recovery than are apparent in the Eastern section of the country. Mr. Armstrong has now occupied his present position for about eight years, and he has the satisfaction of knowing that his house are well pleased with the results he has achieved in that time, and thoroughly appreciate the up-to-date business system carried out under his administration of the cigar department.

CRAFT CO. HITS BACK

NEW ORLEANS, Feb. 21.—The Craft Tobacco Co. have filed suit in the Civil District Court praying for a judgment against the People's Tobacco Co. for \$13,803.63, alleged to be a balance due on an account.

The petitioners represent that on January 23 and 24, and February 8, 1908, petitioners sold to the defendant company tobacco, machinery, stock cases, trucks, scales, powdered licorice, gum, salt, potash and other goods used in the manufacture of tobacco in various forms, paper, etc.

It is shown that these goods were sold, in main part, on the terms of one-third cash and the balance in ninety days. Of the total amount of the goods so sold, \$10,408.27 is past due and owing. Amicable demand without avail is alleged, wherefore the petitioner prays for a judgment for that amount and in the event that the remainder, \$3,395.36, should become due before the trial of this case that there be judgment for the full amount.

The People's Tobacco Co. now have a suit pending in the United States Court against the Craft Tobacco Co. charging unfair competition.

OFFICERS—President: Walter L. McCorkle, Drexel Building, New York. Treasurer: John Bain, Jr., 82 Beaver Street, New York. Secretary: Stuart Thomson, 82 Beaver Street, New York.

"Tobacco Leaf" Bureaus—Havana, Cuba: 1 O'Reilly Street. Chicago, Illinois: 36 La Salle Street. Washington, D.C.: 1415 G Street. Tampa, Florida: Wright Block.

Covers every department of the tobacco trade at home and abroad.

Advertising index, back cover.

A WESTERN FAILURE

Smith-Pattison Co., of Cincinnati, In
Hands of Receiver—Ow-
ing \$150,000

CINCINNATI, O., Feb. 25.—The Union Savings Bank and Trust Co. were named Monday by Judge Spiegel, in the Superior Court, as receivers of the Smith-Pattison Manufacturing Co., manufacturers of cigars and tobacco at Third and Race streets. The receivers were named at the instance of E. M. Pattison, father of Harry S. Pattison, secretary and treasurer of the company, who filed suit as a creditor of the company. He represents that the company owes him \$24,000, of which \$15,000 is now due, besides which he is surety upon two notes, one for \$5,000, payable in three months from December 28, 1907, and one for \$4,000, dated January 14, 1908, and payable in three months. Two of these notes were discounted at the bank. He sets out that the company have valuable assets, but are unable to realize upon them in order to tide over the slack times. In appointing the Union Savings Bank and Trust Co. as receivers, Judge Spiegel granted an order to continue the business. The attorneys who filed the suit for Mr. Pattison stated that the concern are wholly solvent and have assets worth about \$225,000, against which there are liabilities of not more than \$150,000. They state that the working capital is tied up in the large stock on hand, and the inability to secure accommodations at the bank made it necessary to place the company in the hands of receivers. James W. Smith is president of the company and Ben E. Kroger, vice-president. THUMAN.

S. L. GOLDBERG ON VACATION

S. L. Goldberg, of S. L. Goldberg & Sons, the Havana tobacco merchants, is taking advantage of the lull in the leaf market by enjoying an extended vacation in California. The firm, however, are keeping in close touch with trade affairs and despite the general inactivity they have turned over some good-sized lots of tobacco to customers recently. Both Sidney and Dave Goldberg have been visiting the trade, the latter having returned from a trip the end of last week. Sidney, who, by the way, is one of the most popular young men in the American colony at Havana, is contemplating a visit to Cuba in the near future.

HENRY HARMS EN TOUR

ST. LOUIS, Mo., Feb. 23.—Henry Harms, president of the Peter Hauptmann Tobacco Co., left for Kansas City Friday night to join a party that left there on Saturday on a special car for a two weeks' tour of old Mexico.

DIPLOMATIC.

A bill has been introduced into the Virginia Legislature imposing a tax of ten per cent. upon the gross earnings of any corporation or firm who give redeemable coupons with their products.

MR. MARQUESEE IS OUT

H. N. Gitt, of Hanover. Takes Over His Interest In the Leaf Tobacco Firm

H. N. Gitt, of Hanover, Pa., has taken over the entire interest of Julius Marqusee, in the firm of Julius Marqusee & Co., and with Leopold Loeb, who had been Mr. Marqusee's partner since last fall, now constitutes that firm.

Messrs. Loeb and Gitt will continue in business under the firm name of Julius Marqusee & Co. Mr. Gitt is not a stranger to the leaf tobacco business, as he purchased the business of S. L. Johns, McSherrystown, Pa., when the latter failed four years ago. Mr. Gitt has been more or less intimately connected with the trade since that time.

Mr. Marqusee, it is said, has gone to Atlantic City for a protracted rest.

TOBACCO INSURANCE

NEW YORK, Feb. 26.

EDITOR TOBACCO LEAF:

An erroneous impression has been created throughout the trade by an article appearing in your issue of the 19th inst. headed, "Trust Loses Insurance Case."

The article in question cited a case in which the courts of Ohio apparently held that the policies of an original owner do not cover goods in the warehouse which have been sold to another party.

It is the custom of the leaf houses to have the following clause or a similar one in all of their policies:

"On leaf tobacco packed and in process of packing, sorting and storing, and on cases, full or empty, and on other merchandise, the property of the assured, or held in trust or on commission, in joint account with others, or for which they may be liable in case of fire, or sold but not delivered or removed, contained in the below described building, or on sidewalks or grounds belonging to same," which fully protects tobacco held by them and not delivered. However, in case a warehouse receipt be given to buyer, this constitutes a formal transfer of ownership and the insurance on such tobacco must be transferred simultaneously with the receipt.

We have felt it incumbent upon ourselves to issue the above statement to the trade in order to allay any fears that manufacturers or jobbers may have regarding the security of the insurance clause generally made part of invoice for leaf tobacco.

JOSEPH F. CULLMAN, JR.,
President National Cigar Leaf Tobacco Association.

ABRAHAM BIJUR,
President Leaf Tobacco Board of Trade of New York.

IN MEMORIAM-ERNST HECHT

At a special meeting of the Chicago Leaf Tobacco Merchants' Association, held February 18, the following resolutions were unanimously adopted:

WHEREAS, By the death on Monday, February seventeenth, nineteen hundred and eight, of Mr. Ernst Hecht, this association has lost one of its most valued members. Mr. Hecht, having been president of this association in the years, 1904 and 1905, gave valuable thought and time to advance the interests of the leaf tobacco trade in Chicago. His death has caused deep sorrow among his business associates. Therefore be it

Resolved, That as a token of the high esteem in which he was held this association inscribes this memorial tribute upon its minutes, and that a copy of the same be engrossed and presented to the widow of the deceased, at the same time expressing the most sincere and heartfelt sympathy with Mrs. Hecht and family upon their great loss, and trust they will find consolation in the thought that their lamented husband and father leaves them an inheritance of a good name and one that will ever be remembered with honor and respect.

JOHN M. MEYER,
JACOB SUTTER,
JONAS S. BROWN,
Committee.

ON THE ROAD

WHEREABOUTS OF TRAVELERS FOR THE CURRENT WEEK

Abrams, H. H. (El Arte Cigar Co.), Cincinnati.
Bulkley, M. J. (Waldorf-Astoria Segar Co.), Denver.
Brummer, Marc A. (E. Regensburg & Sons), San Francisco.
Barrett, Roy (Ruy Lopez Ca.), Louisville.
Cattin, Wm. (T. J. Dunn & Co.), New York.
Connor, J. D. (Martinez Havana Co.), Cuba.
Charles, Fred R. (Garcia & Vega), St. Louis.
Caro, A. H. (Bustillo Bros. & Diaz), Milwaukee.
Carlisle, Joe. (F. Garcia & Bros.), St. Louis.
Friedman, S. J. (Chas. S. Morris & Co.), Portland, Or.
Gilman, C. E. (Martinez Havana Co.), Cincinnati.
Harris, Abe (American Exchange Cigar Co.), New York.
Joseph, Jake (Bondy & Lederer), Portland, Or.
Jacobs, John (Sam'l I. Davis & Co.), Minnesota.
Lasker, Ludwig (M. Stachelberg & Co.), Texas.
Lesser, Ben (F. Lozano, Son & Co.), Milwaukee.
Morgenthau, H. (Dirlach Bros.), Portland, Or.
McCormick, C. W. (Manuel Lopez & Co.), Portland, Or.
McBurney, Wm. B. (Garcia, Pando & Co.), Louisville.
Newman, J. C. (J. C. Newman Cigar Co.), Cincinnati.
Ochs, Ike (Arguellez, Lopez & Bro.), Denver.
Ottenberg, Henry (American Exchange Cigar Co.), West.
Opp, Ferd. (Weinheimer & Opp), Indiana.
Prickett, E. B. (T. J. Dunn & Co.), Chicago.
Prosser, J. W. (A. Santaella y Ca.), Salt Lake City.
Pike, Harry (Morris D. Neumann & Co.), Denver.
Rutter, E. E. (Philip Morris & Co.), New Jersey.
Reich, Benj. (Manrara Bros. Co.), Louisville.
Santaella, A. (A. Santaella y Ca.), Salt Lake City.
Stoitz, E. J. (Sanchez y Hermanos), Portland, Or.
Stewart, George (Red Mill Tobacco Co.), Milwaukee.
Suss, Fred (R. Steinecke Co.), Milwaukee.
Schwed, Meyer (E. Regensburg & Sons), Louisville.
Rothschild, S. (Montevierno & Co.), Coast.
Thorsch, Victor (T. J. Dunn & Co.), Chicago.
Tengler, Chas. (Montevierno & Co.), Northwest.
Veit, Oscar (Montevierno & Co.), Southwest.
Wittrock, C. B. (Garcia & Vega), Cincinnati.
Wodiska, Ed. (Corral, Wodiska y Ca.), Louisville.
Wolf, Leo. (Hilson Co.), San Francisco.

IN THE LOUISVILLE STORES

Roy Barrett and Meyer Schwed Do Good Work on Their Brands—Display of Julia Marlowes

LOUISVILLE, Ky., Feb. 20.—The Kentucky Legislature is within three weeks of adjournment and so far that legislation which was directed against the tobacco interests is some distance from passage. It is confidently believed that the session will end without any laws that will materially injure either the retail or the manufacturing tobaccoists. The anti-cigarette bill was the only one directed against the cigarette manufacturing interests and nothing has been heard of the bill since it was introduced.

Edward Wodiska is in Louisville with Max Wolf, pushing the Julia Marlowe cigar. Buschmeyer Bros. have duplicated the window advertising of this well known cigar which attracted so much attention some weeks ago. The sale of the Julia Marlowe has been phenomenal in the past few weeks.

Bert Humler, of Humler & Nolan, is still pushing negotiations for a high class stand in Memphis. He has every reason to believe that he will have it by early spring. He has just added to his stock of Ruy Lopez and American cigars. Roy Barrett, of the Ruy Lopez Ca.'s forces, and Meyer Schwed (E. Regensburg & Sons), have spent a few days in Louisville this week.

R. D. Bakrow & Bros. have been distributing El Principe de Gales cigarettes between the acts at Macauley's Theatre this week. Next week they will distribute Helmar.

I. Wertheimer (Wertheimer Bros.) spent a day in Louisville this week.

"Ben" Reich (Manrara Bros. Co.) was in Louisville this week and did some business with Blaufeld Bros.

B. McBurney (Garcia, Pando & Co.) called on the local retail trade here this week.

All the retailers declare that business is again picking up. They are hopeful of a really good business with the opening up of spring. The Merchants and Manufacturers' Association, an organization of wholesalers which invites buyers here from the South, have sent out 40,000 invitations throughout the South, and the percentage of replies is greater than for some years. They believe that the customers this spring will be here in greater numbers than last spring, and that while they will not buy goods of such a high class as heretofore, the purchases will be larger in volume.

DULL IN SYRACUSE

Stormy Weather the Cause—Trade Pleased with Abandonment of Coupons by "United"

SYRACUSE, N. Y., Feb. 24.—Inquiries among the retailers during the past week failed to find much basis for optimism. That business is unusually dull is the report of all except one or two dealers. The weather has been so stormy and a great many people are out of town on their winter vacations. A large amount of men are still out of work, although not so many as there were a month ago.

M. Holihan has just put in ten sizes of the Tadena, of Arguelles, Lopez & Bro. Mr. Holihan has also put in a new stock of Berriman Bros.' goods, and the El Sidel, of Sam'l I. Davis & Co. The La Rosa cigar, made by Hannan Bros., of Ogdensburg, is proving a good seller. William Dirven, formerly with Austin, Nichols & Co., now has an interest in this factory.

The proposed abandonment of the coupon system by the United Cigar Stores Co. will not cause any regrets among the Syracuse dealers, who consider it a nuisance and would rather see it abandoned than not. The Whelan stores in this city who are jointly supposed to be connected with the "United" have the same coupon system and conduct their business exactly as do the "United" people. They refused to be interviewed on the subject. None of the independent stores give coupons.

The Richardson-Weber Co. have taken possession of the Foote store and have already made a number of changes tending to brighten up the place.

Among the recent visitors here was Sam Anderson (Berriman Bros.).

A. J. B.

CIGAR FOREMEN MEET

At the meeting of the Cigar Foremen's Association of New York held last week, a fair proportion of the membership were present in spite of a very inclement evening. In the absence of President Sam Poons, Henry Rosengarten presided, and a number of matters came up for discussion upon which no final action was taken. It has been decided, however, to hold a smoker in April next, at which all the members are to be present, the purpose being to give the members a better chance to become acquainted with each other and for social enjoyment. The association has a membership of forty, and will be chartered shortly.

LEAF BILL REPORTED

Ways and Means Committee Pass Favorably Upon J. W. Gaines' Pet Measure

WASHINGTON, Feb. 25.—The Ways and Means Committee, with characteristic disregard of the business interests of the country, has authorized a favorable report upon a bill designed as a substitute for a score or more of measures heretofore introduced "for the relief of tobacco growers." The bill, which has been reported by Representative Dalzell, of Pennsylvania, is identical with the measure reported in the last Congress, which passed the House, but which was defeated in the Senate Committee on Finance after a series of hearings courteously tendered the trade by Chairman Aldrich and his colleagues.

According to the official record, the bill was drawn by John W. Yerkes, then Commissioner of Internal Revenue, after much importunity upon the part of Congressman John Wesley Gaines, of Tennessee, and several other representatives of tobacco-raising districts in Tennessee, Kentucky and Virginia.

The new matter injected into section 3244 Revised Statutes by the bill is found in the first proviso to the effect that "unstemmed tobacco in the natural leaf and not manufactured or altered in any manner, shall not be subject to any internal revenue tax or charge of any kind whatsoever, and it shall be lawful for any person to buy and sell such unstemmed tobacco in the leaf without the payment of tax of any kind."

In forwarding this bill to the Ways and Means Committee Commissioner Yerkes gave it a half-hearted indorsement only.

It will meet with strong opposition, although for political reasons it is probable that it will pass the House, as many members who are opposed to its provisions will refrain from casting a vote for which their farmer constituents might call them to account next November. These members, however, will rely upon the Senate to defeat the bill and there is every reason to believe it will share the fate of the original measure.

President Joseph F. Cullman, Jr., of the National Cigar Leaf Tobacco Association, has taken the matter up vigorously and will have the hearty co-operation of the officials of the Independent Tobacco Manufacturers' Association in the campaign against the bill. Mr. Cullman opposes the bill on the ground that, if enacted, it would demoralize the entire tobacco industry and especially the leaf trade, for inasmuch as it permits any person to become a retail or wholesale dealer in leaf tobacco without registration, without the keeping of any records and without any form of Governmental supervision, there can be no doubt that an army of irresponsible, unregistered and unlicensed dealers would immediately be brought into existence and would be enabled to compete under especially advantageous conditions with regularly registered and licensed dealers who are obliged to keep complete internal revenue records.

LIVINGSTON.

SOLA'S ENLARGED QUARTERS

Sola e Hijos, growers and packers of Porto Rican leaf tobacco, are preparing for an aggressive campaign this year. They have more than trebled their office and storage facilities by a lease which they have just signed. They have taken the entire corner at Pearl and Pine streets, with entrances at their old number, 761 Pine and at 171 Pearl.

The interior is being completely overhauled, and when the work of the carpenters and painters is finished, the offices, warerooms and sample rooms will be adequate for their requirements. There will be room for storing about 700 bales of tobacco on the premises. This firm, who have been established in Porto Rico for over half a century, are gradually working up a good trade in this market on their fine tobacco. They are the only strictly Porto Rican leaf house in the trade.

The TOBACCO LEAF has a larger circulation than all of its contemporaries combined.

TAKING HEART IN BOSTON

Better Feeling Among Dealers—Dave Ehrlich Leaves for the West—A Deal in Cigarettes

Boston, Mass., Feb. 24.—There was a little better showing made last week both by the retailers and jobbers.

The week with Chas. B. Perkins & Co. has been a very good one in both departments. The clear Havana brands have been in comparatively splendid demand. The El Grifo, from the factory of P. San Martin & Co.; the Julia Marlowe, from the factory of Corral, Wodiska y Ca., and the Webster, a product of the Y. Pendas & Alvarez factory, have made many friends since the first of the year. The Webster has been making considerable headway in the finer and higher class sizes that retail from twenty to thirty cents. The Ginito, the Perkins firm's Seed and Havana leader, is making a market for itself all over the country, orders for this cigar from the West, as far as San Francisco, being of the size and kind that affords especial satisfaction.

David Ehrlich, of the firm of Ehrlich & Kopf, left last week on his semi-annual

BONDED WAREHOUSE REPORT

Tobacco and its manufactures remaining in bonded warehouses of the United States December 31, 1906, and December 31, 1907:

LEAF—	Pounds.	1906.		1907.	
		Dollars.	Pounds.	Dollars.	Pounds.
Suitable for cigar wrappers.	5,432,573	5,826,504	5,897,825	7,139,851	
All other.....	15,483,962	6,651,973	12,289,173	5,267,398	
Total leaf	20,916,535	12,478,477	18,186,998	12,407,249	
Remaining at—					
Baltimore, Md.	134,177	67,915	114,667	71,219	
Boston and Charlestown, Mass.	1,150,683	673,808	822,438	542,490	
New York, N. Y.	13,424,506	8,263,763	11,908,527	8,240,781	
Philadelphia, Pa.	2,477,833	851,586	2,538,304	1,218,069	
Key West, Fla.	349,843	240,756	115,873	96,915	
Tampa, Fla.	802,662	624,521	682,478	591,816	
San Francisco, Cal.	118,781	89,405	123,518	105,306	
Chicago, Ill.	1,007,038	655,402	766,369	600,846	
Detroit, Mich.	463,846	291,308	351,843	277,207	
St. Louis, Mo.	44,567	34,831	53,184	49,961	
All other	942,590	685,092	709,797	612,639	
MANUFACTURES OF—					
Cigars, cigarettes and cheroots	38,678	332,796	63,561	316,732	
All other		18,833		21,583	
Total manufactures of		351,629		338,315	

THE SPANISH AMBASSADOR AND FRIENDS IN TAMPA



1—D. Alejandro Nistal
2—D. Avelino Pazos
3—Mayordomo del Sr. Ministro

4—El Ministro de España
D. Ramon Pina y Millet
5—Mr. M. B. Macfarlane

6—D. Vicente Guerra
7—El Secretario de la Legacion
D. L. Pastor

8—D. Manuel Sanchez Corcos
9—D. Celestino Vega
10—D. Ramon Fernandez

trip through the West. This well-known New England house are now nicely fixed in their temporary quarters at 40 Court street. On the first of September they will be in their permanent new quarters at 37 Court street.

The two inside stands of W. P. Wilder & Co., one in the Oliver building and the other in the Board of Trade building, did a splendid retail business last week. In fact the month so far has been a good one with this house, the bad weather not affecting the office trade of these two large buildings. The clear Havana brands, Rodena, from A. Rodena & Co.; El Trano, from the factory of the Theobald & Oppenheimer Co.; the Pamplona, from the Benito Rovira Co., and La Victoria, from Garcia, Pando & Co., have all been in good demand; and the Seed and Havana brand, Royal Lancer, from the Theobald & Oppenheimer Co., the firm's leader in its class, is ahead of its last year's record with this house.

There is a deal on over here in the Tolstoi cigarettes. Six packages of Helmar are given away with every order for 1,000 Tolstois.

Mr. Pendas, of Y. Pendas & Alvarez, was with us for a good part of last week.

J. W. P., Jr.

NEW YORK'S SWASTIKA FAD

Last Sunday's New York *World* had an editorial under the above caption from which we quote, as follows:

"If Buddha came to New York he would have occasion to brood on the significance of the extraordinary vogue of his sacred symbol, the swastika, among a Christian people. He would find it confronting him on men's scarfs and women's hat-pins, on perfumed stationery, in subway advertisements, and on vehicles upon the streets. With purchases of caramels at candy stores he would receive a white metal swastika souvenir. If there is no swastika brand of cigarettes or whiskey it is because manufacturers have neglected their opportunities.

"Time was when only the initiated knew the meaning of the Oriental 'luck-piece' and pointed it out to the unenlightened in the rugs on their parlor floors or on art objects from the Far East. Now the city might be Benares from the multiplicity of the Hindoo emblem."

The writer of the above, in his reference to the appropriateness of the Swas-ready won a victory in Henry County.

tika symbol as a trademark for tobacco products, was evidently not aware of the fact that the opportunity he suggests has been already taken up successfully by the Louis Heitmann Co., of Dayton, O. The Swastika cigar made by this house is a hand-made piece of quality goods, nicely banded and handsomely packed. The label is original in design and carries a striking reproduction of the famous old symbol. The Swastika brand is already a popular seller in the hands of a number of prominent Western jobbing houses.

CASE IS POSTPONED

SHELBYVILLE, Ky., Feb. 20.—The case of the Commonwealth against the American Tobacco Co., which was to have been opened yesterday, was postponed until the next term of court on account of the absence of Commonwealth's Attorney Sanford. The motion for a continuance was made by County Attorney Pickett and the case will come up for trial in June.

Commonwealth's Attorney Sanford has instituted suits against the company in every county in his district and has already won a victory in Henry County.

LOOKS BETTER IN DETROIT

Distinct Improvement in Sale of Leaf—Display of La Verdad and Charles the Great

DETROIT, Mich., Feb. 22.—There are signs of a breaking up of the winter deadlock so far as local cigar factories are concerned, and it is expected February returns from the internal revenue office will show almost a normal business.

Your correspondent met A. E. Bunting, of the Superia Cigar Manufacturing Co., on the street this week with a large roll of revenue stamps under his arm and he asserted the factory is being worked to its capacity.

"We can just about keep up with our orders for the Saturday Evening Post cigar, our five-cent leader," said Mr. Bunting. "They are apparently taking a firm grip on the trade. We have received good results from our TOBACCO LEAF advertisement of the Saturday Evening Post and are convinced that your readers are looking for and appreciate a really fine piece of goods."

Reports of returning confidence and heavier orders come from such representative firms as the San Telmo Cigar Manufacturing Co., the Mazer Cigar Co., Alexander Gordon, Gustav A. Moebis & Co., Independence Cigar Manufacturing Co., Banner Cigar Manufacturing Co., Hemmeter Cigar Co., and Marcero Bros. & Spietz Co.

Michigan cigar manufacturers have been buying tobacco on a hand-to-mouth policy, but inquiries during the last ten days show a change. One of our leaf dealers received scattering orders for twenty-two bales of Sumatra tobacco of a certain lot which had been offered several months ago. The firm could not fill the order at this time. They moved 100 cases of Pennsylvania last week. The indications are that certain manufacturers of cigars have booked some fat orders and must have the raw material quick, with the market comparatively bare of old lots.

J. E. Thomas, salesman for the Superia Cigar Manufacturing Co., is visiting the home office.

Joseph Mayer, of the Independence Cigar Manufacturing Co., is in the West pushing the interests of the Famabella line.

M. A. La Fond & Co. are making good use of their window opportunities in the Majestic building and their displays are attractive. This week the La Verdad brand, of Simon Batt & Co., and Charles the Great, of Salvador Rodriguez, held the boards.

News was received here this week that the Cayey-Caguas Tobacco Co. have resumed regular shipments from Porto Rico, and that local customers will shortly be well supplied again with their favorite Porto Rican brands.

Fred Rothschild, vice-president of the Waldorf-Astoria Segar Co., will shortly leave for the Klondike to look after the Rothschild mining interests there.

At Jackson, Mich., authorities are attempting to enforce the blue laws, and this week Charles J. Hadden, a retail cigar dealer there, was fined ten cents for keeping his store open on Sunday. He produced two nickels and paid. This practically ended the movement, as they will all keep open tomorrow as usual.

G. L. C.

A CHANCE FOR THE POETS

BINGHAMTON, N. Y., Feb. 22.—Barnes, Smith & Co., manufacturers of the Opia, Don Rosa and several other brands of cigars, have authorized the representative of the TOBACCO LEAF to offer, through this paper, a box of Eclipse cigars for the best poem of not more than four lines setting forth the merits of these goods. No poems will be returned. This offer is a special one, and it will not appear in any other publication. S. M. K.

The American Exchange Cigar Co. have no fault to find with the trade under the conditions generally prevailing throughout the country. Business continues fairly active and the prospects for steady increases during the summer months are promising. Henry Ottenberg, the Western representative of the concern, started on a visit through his territory Monday. Abe Harris is covering points in New York State.

THE TAWNEY BILL AND THE "UNITED'S" PLAN

THE TOBACCO LEAF has received a letter from a leading New York cigar merchant, which runs as follows:

"DEAR EDITOR:

"The startling announcement in the news columns of last week's TOBACCO LEAF that the United Cigar Stores Co. are planning to dispense with the coupon system in the conduct of their many stores was about the most important piece of news that has appeared in a trade paper within my recollection. In fact it has been, and continues to be, the all-absorbing topic of discussion among cigar and tobacco men. In connection with this subject I wish to suggest that there may be a 'nigger in the wood-pile.' Is it not possible that this move on the part of the 'United' is only a bluff; that its object is to pull the wool over our eyes, thus weakening the support of the Tawney anti-coupon bill and militating against its passage?"

ANXIOUS."

The thought expressed in the above communication has undoubtedly occurred to many who have the suppression of coupon-giving at heart.

For our part we fail to see any connection between the "United's" new move and the Tawney bill.

If coupon-giving is a menace to the trade it should be abolished by law. The fact that the United Cigar Stores Co. propose to try to get along without it is no reason why the supporters of the Tawney bill should drop the campaign.

The story published in last week's TOBACCO LEAF was absolutely correct in every detail. But there is no guarantee that the present plans of the "United," as reported, are not subject to change, either through altered conditions or by an arbitrary reversal of policy.

If the Tawney bill were a worthy measure a month ago, it is the same today and tomorrow, regardless of the doings of the United Cigar Stores Co.; and its support should not be allowed to suffer from lack of interest, merely because one business corporation has made a change in its policy.

In principle at least—if not also in practice—the issue is still a live one and demands the attention of the trade.

TOBACCO AND CIGARS REMAINING IN BONDED WAREHOUSE

THE statistics showing the amount of leaf tobacco, cigars, etc., in the bonded warehouses of this country on December 31, 1907, as compared with the previous year, and the previous month, are both interesting and significant. The general opinion was that owing to the financial depression and other matters that operated to depress trade conditions the amount of leaf in bond at the end of the year would show a considerable increase. The reverse is true, whether the figures are compared with December, 1906, or with November, 1907. On November 30, 1907, there were 18,457,963 pounds of leaf in warehouse, including 6,123,745 pounds of wrappers and 12,334,218 pounds of fillers. On December 31, this had declined to 18,186,998 pounds, including 5,897,825 pounds of wrapper and 12,289,173 pounds of filler, a decrease both in the quantity of filler and of wrapper.

Comparing the figures for December, 1907, with those for the same month of 1906, the exhibit is even more interesting. On December 31, 1906, the leaf in the warehouse aggregated 20,916,535 pounds, including 5,422,573 pounds of wrappers and 15,483,962 pounds of fillers. Thus it will be seen that the quantity of wrappers in bond has increased slightly, and the quantity of filler is smaller by nearly three and a quarter millions of pounds. The fact that this enormous decrease in quantity is accompanied by a decrease of only \$75,000 in value speaks

ESTABLISHED 1864

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DEVOTED TO THE

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TABLE OF CONTENTS

GENERAL NEWS.	Page.	WITH THE RETAILERS.	Page.
Craft Co. Hits Back	3	The Store Management	13
Mr. Armstrong a Visitor	3	A Competition Window	13
New York's Swastika Fad	5	Snappy Catch Phrases	13
A Chance for The Poets	5	"We Have Made a Strike"	13
Case Is Postponed	5	Retail Changes	14
Jottings	6	Window Display Competition	14
A Western Failure	3	Cigar Store Photographic Contest	14
How Trade Views "United's" Change	3	Opening Is Delayed	12
In Mr. Duke's Room	3	Robbed Fifty Times	12
Alexander Bros.' Affairs	3	Whelan Goes West	12
Henry Harms En Route	3	Sold Cigars to Girl	12
Mr. Marqusee Out	4	Amcehat Society	12
Ernst Hecht	4	A German Version	12
Cigar Foremen Meet	4	Around Town With Retailers	12
Sola's Enlarged Quarters	4	Overshot the Mark	12
Cleveland Skeptical	9	Elisardos in Chicago	12
Suit By Growers	7	Herz Bros. of Waco	12
More Tobacco Destroyed	7	Shyer's New Store	12
Operation For Mr. Levison	7		
Off To Amsterdam	7	MISCELLANEOUS.	
Cigarette Factory Sold	7	Imported Tobacco	30
Leaf Bill Reported	4	Tobacco Insurance	4
		The Situation In Ohio	7
CORRESPONDENCE.		Cigar Leaf Market	7
Denver	14		
St. Louis	24	EDITORIAL.	
Pittsburg	20	The Tawney Bill And The "United's" New	
New Orleans	26	Plan	6
Milwaukee	22	Cigars and Tobacco in Bonded Ware-	6
Minneapolis and St. Paul	36	house	
Binghamton	18		
Portland	11	STATISTICAL.	
New Orleans	11	Exports	34
Rochester	11	Tobacco Imports and Exports	34
Cincinnati	16	Shipments From Tampa	41-44
Cleveland	38	Bonded Warehouse Report	5
Baltimore	49	Trademarks Registered	9
Philadelphia	49	Domestic Receipts	10
Lancaster	47	Shipments From Key West	10
Indianapolis	47	Imports	10
Boston	5	Shipments From Porto Rico	10
Detroit	5	Special Notices	10
Havana	8		
Tampa	8	ILLUSTRATIONS.	
Key West	8	J. Ben Wulfkuehler's Entry	13
Chicago	9	Window Ticket	13
Louisville	4	M. Mailhouse's Entry	14
Syracuse	4	Mahoney Bros.' Leading Brand	11
San Francisco	7	New Elisardo Delivery Wagon	12
Springfield	7	The Spanish Ambassador and Friends in	
		Tampa	5
OUR WASHINGTON BUREAU.		An Artistic Sign	9
No Exclusive Contracts	34		
To Legalize Boycotts	32		
Foreign Trade Bulletins	28		

FOR INDEX TO ADVERTISERS, SEE INSIDE BACK COVER.

eloquently of the increasing scale of prices for leaf.

The statistics by ports is also interesting. At New York the decline in the amount of bonded leaf amounts to over a million and a half pounds. Philadelphia, San Francisco and New Orleans, of all the ports mentioned, are the only ones showing an increase, and in Key West, Boston and Chicago the decline in the amount of bonded tobacco between December 31, 1906, and the same date of 1907 is fully fifty per cent.

When the figures showing the quantity of cigars, cigarettes, etc., in warehouse are considered, quite a different condition is disclosed. The value of these articles on December 31, 1907, was \$338,315, compared with \$351,629 on the same date in 1906, and reference to the statistics for November, 1907, shows that at that time they amounted to \$406,044, showing a decided falling off, both from the previous month and the same month of last year, for December, 1907.

The decline in the value per pound of cigars, cigarettes, etc., in the warehouse December 31, 1907, as compared with the same date of 1906, should not be overlooked. While there was an increase in quantity of approximately seventy-five per cent., there was a decrease in value of about five per cent.

The complete bonded warehouse report for December 31, 1907, is to be found on another page of this issue of the TOBACCO LEAF.

THE LITTLE TRAVELER, an illustrated brochure issued periodically by the A. Hussey Leaf Tobacco Co., has been recently received by the customers of this house. It is a very interesting little document, brim full of information relating to the line of tobaccos this firm have for sale, and typographically it is a gem.

JOTTINGS

GEORGE B. LENTZ, of Baltimore, is expected here tomorrow on business.

MR. DOERR, of Sig. C. Mayer & Co., Philadelphia, was a recent visitor to New York.

A. SULZBERGER, of Sulzberger & Oppenheimer, Philadelphia, was a recent visitor to the city.

ERNEST ELLINGER, of Ernest Ellinger & Co., leaf dealers, left Monday for Havana, via Tampa.

HARRY B. HUNTOON, of Huntoon & Gorham, Providence, R. I., recently paid New York leaf firms a visit.

GEORGE L. SYMONS, of the Symons-Kraussman Co., is touring the West in the interests of the Flor de Baltimore.

EDMUND H. SMITH left for Havana Saturday, where he expects to remain several weeks. He was accompanied by Mrs. Smith.

N. BIJUR, of E. Rosenwald & Bro., is back from a trip to Wisconsin, where he went to confer with the resident buyers of the firm in that section.

WILLIAM CATLIN, traveler for T. J. Dunn & Co., is touring New York State. E. P. Prickett and Victor Thorsch are in Chicago, and M. Schwarz is in Texas.

THE UNITED CIGAR MANUFACTURERS CO. have declared a regular quarterly dividend of one and three-fourths per cent. on their preferred stock, payable March 1.

CALIXTO LOPEZ, leaf importers and manufacturers of the Eden cigar, have been incorporated with \$500,000 capital, with the specified purpose of raising and curing tobacco.

OSCAR VEIT, traveler for Montevierno & Co., is in the Southwest. S. Rothschild is on an extended trip to California and other Coast States, and Chas. Tengler is in the Northwest.

"ARCHIE" HAMMOND, of the Money-penny-Hammond Co., Columbus, O., spent several days of the past week with his friends in the cigar and tobacco manufacturing industry in New York.

D. EMIL KLEIN, who has been touring the Northwest for E. M. Schwarz & Co., is expected back home in about a week. J. B. Wertheim has returned, after a very successful visit to the Middle West.

S. FERGUSON, late manager of the cigar department of the McPike Drug Co., will soon open an office in Kansas City as a cigar broker. Mail will reach him in care of the Kansas City Athletic Club.

LOUIS P. SUTTER & BROS., and the A. Hussey Leaf Tobacco Co. will remove on May 1 to the building at 96 Pine street, which is now in the hands of artisans, who are adapting it to leaf tobacco requirements.

BUSINESS at the Diamond Dip Cigar Factory, Passaic, N. J., is reported to be picking up nicely. M. Diamond hopes to start out early next month on a short Western tour, including Chicago, Pittsburgh and Buffalo.

IN THEIR ANNOUNCEMENT on page 20 Simon Batt & Co. direct the special attention of the trade to the label of their La Verdad brand, which now carries the firm name conspicuously to avoid misunderstanding. A reproduction of their La Verdad band is also shown in the same advertisement.

SAM H. HARRIS, of the Khedivial Co., has returned from a trip to Buffalo and other points in New York State. W. L. Walker, of that concern, has returned from a trip to North Carolina and Virginia. The Alma, their new fifteen-cent cigarette, is reported to be meeting with an extremely favorable reception.

BY LAST WEEK'S STEAMER, Levi, Blumenstiel & Co. received a fine shipment of last year's packings of Porto Rican tobacco in various grades. It is understood that the firm are the fortunate holders of the largest stock of fancy goods in that type of tobacco. Samples and prices to responsible buyers on application.

THE MARTINEZ HAVANA Co. report a fair trade, considering conditions generally. J. D. Connor, who has charge of the New York office of the company, is spending a few weeks in Havana investigating crop conditions and other matters of trade interest. He expects to return to New York during the first week in March.

THE SURBRUG Co. have a good report to make on the Zig-Zag cigarette paper handled by them. Orders on cigarettes are coming in freely, their Milo, Egyptian Arabs and Dolma retaining their former popularity with the trade and the smoking public. The Richmond factory, in which their tobaccos are manufactured, is kept busy.

A. RAMIREZ & Co. are pleased with the business that has come to them since their salesmen took to the road about the middle of January. Substantial orders have been received, and the fact grows daily more evident that the Jules Vernes and Lenardo, Tampa-made cigars, have won a warm spot in the hearts of the trade and the smoking public.

WITH THE REVIVAL OF BUSINESS at the cigar factories now beginning there will come a careful looking over of supplies of hand tools and devices. Headquarters in all such essentials for cigar manufacturers have been established at the show rooms of John J. Sander, 113 Maiden lane, New York. Everything needed in a cigar factory will be found there.

HENRY J. PINNEY, of the Rawson Cigar Co., Worcester, Mass., was in New York recently on his way South to spend a vacation in travel, recreation and sight-seeing. He went from here to New Orleans by steamer, and from there he went to Little Rock, Ark. He will return by rail, taking in such points as St. Louis, Chicago and New York, on his way home.

E. E. RUTTER, representing Philip Morris & Co., in Brooklyn, Long Island and New Jersey, reports a steady increase in the sale of the company's cigarettes throughout his territory. The advertising work, show-window displays, and other means of placing the goods prominently

before the consumer is being carried on with energy and the results are proving satisfactory.

JOHN W. MERRIAM, of John W. Merriam & Co., is back in New York, after an extended visit to the Middle West. He found things in fair shape, and as usual, met with a very pleasant reception. He is led, by what he observed, to expect the year 1908 to be a very prosperous one for high-grade clear Havana houses, particularly for those with established brands.

GABE M. COHN, of the Bouquet-Cohn Cigar Co., distributors of La Integridad cigars in San Francisco, was in the city recently, calling on his friends in the trade. He reports business to be in good shape on the Coast, and expects his house to materially increase their volume of business during the next twelve months. He received a hearty welcome from his friends at this end of the line.

THE ATTENTION of the men behind the cigar case is directed to the announcement on page 25 in reference to the Waldorf Ink Pencil, of the Waldorf-Astoria Segar Co. This new side line for up-to-date cigarists is exactly suited for present conditions, being a device combining quality and durability, placed on the market at a figure likely to interest every progressive merchant.

THE NEW FIRM OF ROSE & WOBBE, packers of leaf tobacco, 145 Water street, have finally selected an office man in the person of Harry Fisher. Mr. Fisher is a young man who was brought up in the tobacco business and has a good record and an enviable reputation in the leaf tobacco section of this city. We predict that his enrollment on the staff of Rose & Wobbe will prove satisfactory to all concerned.

THE WEST INDIES CIGAR Co. report a continued improvement in the demand for their high-grade pure Porto Rican cigars. These are placed on the market by the house with an absolute guarantee as to their genuine character. Mr. Lachman leaves New York Friday on a trip to the Coast of about three weeks' duration. During his absence Mr. August, as usual, will be in charge of affairs at office headquarters.

THE BRUNHOFF MANUFACTURING Co. report a considerable improvement in their business since the first of the year on their general line of cigar cutters, lighters, etc. W. S. Lakamp, their Eastern representative, paid a visit to Philadelphia the end of last week, and secured there quite a satisfactory run of orders. The company have in preparation a new style combination cutter and lighter which promises to become a popular seller among the trade.

IN ORDER TO ACCOMMODATE their rapidly increasing business, the Emil Berger Tobacco Co. have enlarged their plant by taking in now the entire three buildings, 6, 8 and 10 Gouverneur slip, New York. The offices of the company also will be transferred to the ground floor and will be fitted up in good modern style. The house intimate a big reduction in the price of sound cigar scraps for filler purposes.

A SECOND MEETING of the creditors of Trujillo & Co. was held on Tuesday, at which a tentative agreement was made as to a settlement. The liabilities of the firm are said to be about \$50,000, with assets of approximately \$13,000. Some of the firm's creditors follow: B. Diaz & Co., \$3,500; D. L. Trujillo, \$36,000; Ernest Ellinger & Co., \$3,000; National Bank of Key West, \$5,000; Market & Fulton National Bank, \$2,500.

WITH FURTHER REFERENCE to the notice in the TOBACCO LEAF of January 29, as to the change of ownership of the Humidor Co., notice is given in the advertising columns of this week's issue that the business and stock of the company are for sale. G. P. Rogers, president and treasurer of the reorganized company, is open to receive offers, which should be addressed to the company's offices, 131 West Twenty-fourth street, New York.

IN THESE PESSIMISTIC DAYS of rag chewing and mitigated effort, it is really refreshing to hear that some cigar manufacturers have courage enough and faith enough in the future of their business to buy a really decent bill of tobacco. This, we learn, is really the case, judging

by the fact that H. Duys & Co. have been filling of late quite a few big orders for Sumatra tobacco. Let the good work go on, as it no doubt will after the reports of the early inscription sales reach New York. John H. Duys leaves for Amsterdam on March 3.

THE NAME AND FAME of the Melachrino Egyptian cigarettes, like the beat of the British drum, are known and heard all around the world. M. Melachrino & Co. invaded the United States in the person of Mr. Melachrino himself, not quite four years ago, and in that short space of time have established a prestige and success similar to that achieved by them in the other parts of the civilized globe. The factory and office headquarters of the firm are located at 8 West Twenty-ninth street, New York, where they occupy the whole of that building, together with a part of one of those adjoining. Samples and price-list will be sent to responsible houses on application.

HENRY ESBERG, of the Esberg-Gunst Co., is expected home this week from the West. Ludwig Lasker, representing M. Stachelberg & Co. and the Esberg-Gunst Co., is visiting the trade in San Antonio, Tex. At the New York offices of the company trade is reported fair. Conditions are somewhat disturbed in the South, owing to the prohibition laws that have recently been enacted by various State Legislatures. The closing of cafes and hotels following the enforcement of the law will necessitate many changes in the distribution of cigars. M. Stachelberg & Co., however, have such a strong hold on the consumers in Southern territory that little difficulty is anticipated in maintaining an efficient organization to handle their goods at retail.

THE LATEST ADVICES from Porto Rico to the American West Indies Trading Co. show that the recent spells of bad weather on the island are not favorable for the prospect of a big crop of Porto Rican tobacco this season. At office headquarters collections are still reported as unsatisfactory, but orders are coming forward for high-grade goods in such shape as to encourage the belief that confidence is being re-established among cigar distributors. The company have three factories in operation on the island, and with their ample stocks on hand can guarantee prompt deliveries of regular shapes and sizes. Leo Weiss is preparing for his regular spring tour among the trade. Henry Weiss has been receiving good encouragement in Washington and Baltimore. E. B. Mayer has been forwarding some excellent business from Texas, and Henry Kaften is now working in New York State.

AT THE OFFICES of Philip Morris & Co., F. S. Lucey intimated that the February business of the company was fully double that of the same month of 1907. The increase is well spread, coming from practically all parts of the country, and includes a good advance in the call for their Unis brand of cigarettes. The house have already had a number of calls for their new Ambassador size in high-grade goods, and they hope to have some on the market next week. The company are now enjoying a nice trade from Bermuda, Jamaica, Panama and Porto Rico. Vice-President Herbert is now in New Orleans, after a very encouraging tour through Florida, Georgia, South Carolina, Virginia and Alabama. N. E. Nichols is in Buffalo and Dave Michael is in Iowa. H. S. Neustadter continues to forward a good line of business from the Coast. Mr. Lucey, who is vice-president of the Canadian Philip Morris Co., will visit the Montreal headquarters of that branch early next week.

OFF FOR AMSTERDAM

Louis P. Sutter will sail today for Europe on the steamer Ryndam to attend the Sumatra inscriptions at Amsterdam. He will be accompanied by Milton Sutter, son of John E. Sutter, who is to be initiated into the mysteries of the Frascati.

CIGARETTE FACTORY SOLD

MEXICO, Feb. 23.—The Tabacalera cigarette factory has been purchased by the Bueno Tono Cigarette Co. Both concerns are located here. The purchase price was about \$3,000,000 in Mexican money, equal to \$1,500,000 in gold.

CIGAR LEAF MARKET

NEW YORK, Feb. 26.—A routine business of fairly good proportions has been done by local leaf merchants during the past week, but no developments beyond the ordinary have taken place. There has been a buying movement of considerable proportions in Wisconsin, and reports from Pennsylvania are to the effect that a large quantity of leaf has changed hands in that State. The growers protest themselves to be by no means pleased at the spirit displayed by the buyers, and in fact the latter have to proceed in their work with the utmost circumspection. The crops all over the country run very unevenly, and the buyers are picking very carefully. It is said that one buyer, who had done a considerable amount of riding recently, reports having taken only one crop in twenty that he examined. In the matter of prices, it may be said that prime packings are holding their own.

SUMATRA.—With the opening inscription at Amsterdam only three weeks away, houses interested in this type of tobacco are preparing for the new campaign. Buyers will begin leaving in a few days, and by March 3 a majority of them will be on their way to Holland. Locally, a few sales of small volume are all that can be recorded this week.

HAVANA.—The usual routine business has been done here this week. Havana reports indicate an increase in sales there, and importations for the week were considerably heavier than for some time past.

ITEMS FROM THE COAST

SAN FRANCISCO, Cal., Feb. 18.—While the jobbing trade is keeping up well with most of the distributors, the retail trade has been lighter during the past week in most quarters. The situation is improving on the whole. The injury to the saloon business by the ultra reform measures of late has reacted on many of the uptown cigar stands. An ordinance has been introduced in the Board of Supervisors increasing the retail liquor license to \$1,000 a year. Another proposed ordinance imposed a \$500 license on grocers and others who sell liquor in quantities of one quart or more. The high license proposition is bitterly opposed by prominent liquor dealers who say that it will drive many saloons out of business and will place a high premium upon locations carrying a license for a bar.

The Citizens' Health Committee has decided to raise a fund of \$500,000 to be at the disposal of Dr. Rupert Blue, of the Federal health service, and to employ hundreds of additional men to inspect and clean the city. Milton H. Esberg, of M. A. Gunst & Co., has been elected president of the Presidio Heights Sanitary Association. M. Blaskower and M. H. Esberg have been appointed a committee to aid in the general movement. The idea is to have the city so well cleaned before the battleship squadron arrives in May that none of the surgeons or Federal officers will question the safety of allowing the 30,000 men to come ashore and enjoy themselves. G. R. D.

SUIT BY GROWERS

LA CENTER, Ky., Feb. 22.—The Dark Tobacco Growers' Association has instructed its attorney to file suit against thirty growers of this county, whom, it is alleged, have sold tobacco which was pledged to the association pool. The amount involved in the litigation will be close to \$150,000.

MORE TOBACCO DESTROYED

HOPKINSVILLE, Ky., Feb. 21.—Night riders last night visited the farm of V. McKinney, in the northern part of Christian County, broke open a tobacco barn and rolled out two wagons heavily loaded with tobacco. Under one they built a fire, and wagon and contents were destroyed. They placed dynamite in the other wagon, but it failed to explode.

OPERATION FOR A. LEVISON

Albert Levison, of Chicago, representing A. Cohn & Co., was compelled to undergo another operation on Monday last, the third since he was taken ill some months ago. His physician assures him, however, that he will soon be able to resume business again.

BREVITIES FROM BUFFALO

Reid & Co. Establish Retail Store— Sneak Thieves Enter Cigar Store of Noah-Foster Co.

BUFFALO, Feb. 21.—Reid & Co., local wholesale tobacco dealers, have established an attractive retail cigar stand in their warehouse on Washington street, this city. They feature the products of the American Tobacco Co. and its allied concerns, carrying in imported cigars, Carolina, Garcia, Bock, Henry Clay and Antonio y Cleopatra.

Recent visitors: Harry Boston (Wm. Demuth & Co.), Fred Suss (R. Steinecke Co.), J. T. Nightingale (Waldorf-Astoria Segar Co.), Sam Harris (Khedivial Co.), N. E. Nichols (Philip Morris & Co.) and Frank Elliott (Surbrug Co.).

Sneak thieves recently helped themselves to the Noah-Foster store's handsome pipes to the extent of \$75. Four of the pipes have been recovered, and there is hope of the balance being found. As usual this store is having a steady stream of callers representing tobacco houses throughout the country. John W. Merriam, of Bull Dog fame, was in town this week and heard the store's happy statement that they can hardly keep a sufficient supply of Square Guy on hand, so steady is the demand. As a catch advertisement, is displayed the motto hanging this week in Noah-Foster's window, "Not much competition in Square Guy."

"Trade continues in the same satisfactory fashion," said A. J. Snyder. "We do not begin renewing our stock until next month, as the holiday supply meets the demand until March is reached." Were the Snyder store to lay in sufficient goods to last throughout the year, the last cigar sold would equal in flavor the first, because of the excellent facilities of its storeroom, with its immense Bell Humidifier. FARRINGTON.

IN THE CONNECTICUT VALLEY

SPRINGFIELD, Mass., Feb. 25.—A buying movement of fairly large proportions prevails in the Connecticut Valley. For the most part, however, the sales are small crops. That by far the greater part of the new crop remains in growers' hands is apparent even to the casually informed. Not within the past fifteen or twenty years has so small a part of the crop been disposed of before the passing of midwinter.

The packing houses are running full time in many instances. Many establishments have not opened or are being operated with a comparatively few hands, so that, all in all, the season has been dull and the reduced pay-rolls are felt by tradesmen in the tobacco towns as well as by the residents who depend upon the tobacco establishments for ready money during the winter months.

Fred Thrall, of Poquonnock, Conn., will open another warehouse this week, employing about thirty hands. Sixty men are working in the other establishment. Seth Phelps, of Windsor, opened his packing house Monday and will employ about fifty sorters.

E. A. Hathaway & Co. have been buying crops in the vicinity of Suffield, Conn., the past week. It is said that the highest price paid was ten cents per pound. The run of prices ranges from eight to twelve cents per pound. Only a few crops bring better than fifteen cents. Scores of growers are making no effort to dispose of their crops under existing prices and are devoting their time to planning for the new crop.

Officers of the New England Tobacco Growers' Association are of the opinion that the legislative situation in Washington will not require the presence of a growers' delegation to impress upon the Nutmeg State and other representatives the opposition of New England tobacco interests to Philippine tariff revision. Representative growers are of the belief that no tariff tinkering will be attempted in this session of Congress, and doubt whether there will be any formidable move in this direction next winter. E. W. P.

LEAF RECEIPTS AT KEY WEST.

KEY WEST, Feb. 21.—Imports of leaf in bond for week ending this day: Ruy Lopez Ca., 153 bales; George W. Nichols & Co., 134; Armas de Oro factory, 26; E. H. Gato Cigar Co., 14; M. Valle y Ca., 13; S. & F. Fleitas, 2; total, 342. Withdrawals, 363 bales. WEED.

THE TAWNEY BILL AND THE "UNITED'S" PLAN

THE TOBACCO LEAF has received a letter from a leading New York cigar merchant, which runs as follows:

"DEAR EDITOR:
"The startling announcement in the news columns of last week's TOBACCO LEAF that the United Cigar Stores Co. are planning to dispense with the coupon system in the conduct of their many stores was about the most important piece of news that has appeared in a trade paper within my recollection. In fact it has been, and continues to be, the all-absorbing topic of discussion among cigar and tobacco men. In connection with this subject I wish to suggest that there may be a 'nigger in the wood-pile.' Is it not possible that this move on the part of the 'United' is only a bluff; that its object is to pull the wool over our eyes, thus weakening the support of the Tawney anti-coupon bill and militating against its passage?"

The thought expressed in the above communication has undoubtedly occurred to many who have the suppression of coupon-giving at heart.

For our part we fail to see any connection between the "United's" new move and the Tawney bill.

If coupon-giving is a menace to the trade it should be abolished by law. The fact that the United Cigar Stores Co. propose to try to get along without it is no reason why the supporters of the Tawney bill should drop the campaign.

The story published in last week's TOBACCO LEAF was absolutely correct in every detail. But there is no guarantee that the present plans of the "United," as reported, are not subject to change, either through altered conditions or by an arbitrary reversal of policy.

If the Tawney bill were a worthy measure a month ago, it is the same today and tomorrow, regardless of the doings of the United Cigar Stores Co.; and its support should not be allowed to suffer from lack of interest, merely because one business corporation has made a change in its policy.

In principle at least—if not also in practice—the issue is still a live one and demands the attention of the trade.

TOBACCO AND CIGARS REMAINING IN BONDED WAREHOUSE

THE statistics showing the amount of leaf tobacco, cigars, etc., in the bonded warehouses of this country on December 31, 1907, as compared with the previous year, and the previous month, are both interesting and significant. The general opinion was that owing to the financial depression and other matters that operated to depress trade conditions the amount of leaf in bond at the end of the year would show a considerable increase. The reverse is true, whether the figures are compared with December, 1906, or with November, 1907. On November 30, 1907, there were 18,457,963 pounds of leaf in warehouse, including 6,123,745 pounds of wrappers and 12,334,218 pounds of fillers. On December 31, this had declined to 18,186,998 pounds, including 5,897,825 pounds of wrapper and 12,289,173 pounds of filler, a decrease both in the quantity of filler and of wrapper.

Comparing the figures for December, 1907, with those for the same month of 1906, the exhibit is even more interesting. On December 31, 1906, the leaf in the warehouse aggregated 20,916,535 pounds, including 5,432,573 pounds of wrappers and 15,483,962 pounds of fillers. Thus it will be seen that the quantity of wrappers in bond has increased slightly, and the quantity of filler is smaller by nearly three and a quarter millions of pounds. The fact that this enormous decrease in quantity is accompanied by a decrease of only \$75,000 in value speaks

eloquently of the increasing scale of prices for leaf.

The statistics by ports is also interesting. At New York the decline in the amount of bonded leaf amounts to over a million and a half pounds. Philadelphia, San Francisco and New Orleans, of all the ports mentioned, are the only ones showing an increase, and in Key West, Boston and Chicago the decline in the amount of bonded tobacco between December 31, 1906, and the same date of 1907 is fully fifty per cent.

When the figures showing the quantity of cigars, cigarettes, etc., in warehouse are considered, quite a different condition is disclosed. The value of these articles on December 31, 1907, was \$338,315, compared with \$351,629 on the same date in 1906, and reference to the statistics for November, 1907, shows that at that time they amounted to \$406,044, showing a decided falling off, both from the previous month and the same month of last year, for December, 1907.

The decline in the value per pound of cigars, cigarettes, etc., in the warehouse December 31, 1907, as compared with the same date of 1906, should not be overlooked. While there was an increase in quantity of approximately seventy-five per cent., there was a decrease in value of about five per cent.

The complete bonded warehouse report for December 31, 1907, is to be found on another page of this issue of the TOBACCO LEAF.

THE LITTLE TRAVELER, an illustrated brochure issued periodically by the A. Hussey Leaf Tobacco Co., has been recently received by the customers of this house. It is a very interesting little document, brim full of information relating to the line of tobaccos this firm have for sale, and typographically it is a gem.

THE TOBACCO LEAF

Vol. XLV.

NEW YORK, FEBRUARY 26, 1908.

No. 2,244.

TABLE OF CONTENTS

GENERAL NEWS.		WITH THE RETAILERS.	
	Page.		Page.
Craft Co. Hits Back	3	The Store Management	13
Mr. Armstrong a Visitor	3	A Competition Window	13
New York's Swastika Fad	5	Snappy Catch Phrases	13
A Chance for The Poets	5	"We Have Made a Strike"	13
Case Is Postponed	5	Retail Changes	14
Jottings	6	Window Display Competition	14
A Western Failure	3	Cigar Store Photographic Contest	14
How Trade Views "United's" Change	3	Opening Is Delayed	12
In Mr. Duke's Room	3	Robbed Fifty Times	12
Alexander Bros.' Affairs	3	Whelan Goes West	12
Henry Harms En Route	3	Sold Cigars to Girl	12
Mr. Marquess Out	4	Amcehat Society	12
Ernst Hecht	4	A German Version	12
Cigar Foremen Meet	4	Around Town With Retailers	12
Sola's Enlarged Quarters	4	Overshot the Mark	12
Cleveland Skeptical	9	Elisardos in Chicago	12
Suit By Growers	7	Herz Bros. of Waco	12
More Tobacco Destroyed	7	Shyer's New Store	12
Operation For Mr. Levison	7		
Off To Amsterdam	7		
Cigarette Factory Sold	7		
Leaf Bill Reported	4		
CORRESPONDENCE.		MISCELLANEOUS.	
Denver	14	Imported Tobacco	30
St. Louis	24	Tobacco Insurance	4
Pittsburg	20	The Situation In Ohio	7
New Orleans	26	Cigar Leaf Market	7
Milwaukee	22		
Minneapolis and St. Paul	36		
Binghamton	18		
Portland	11		
New Orleans	11		
Rochester	11		
Cincinnati	16		
Cleveland	38		
Baltimore	49		
Philadelphia	49		
Lancaster	47		
Indianapolis	47		
Boston	5		
Detroit	5		
Havana	8		
Tampa	8		
Key West	8		
Chicago	9		
Louisville	4		
Syracuse	4		
San Francisco	7		
Springfield	7		
OUR WASHINGTON BUREAU.		EDITORIAL.	
No Exclusive Contracts	34	The Tawney Bill And The "United's" New Plan	6
To Legalize Boycotts	32	Cigars and Tobacco in Bonded Warehouse	6
Foreign Trade Bulletins	28		
		STATISTICAL.	
		Exports	34
		Tobacco Imports and Exports	34
		Shipments From Tampa	41-44
		Bonded Warehouse Report	5
		Trademarks Registered	9
		Domestic Receipts	10
		Shipments From Key West	10
		Imports	10
		Shipments From Porto Rico	10
		Special Notices	10
		ILLUSTRATIONS.	
		J. Ben Wulskuehler's Entry	13
		Window Ticket	13
		M. Mailhouser's Entry	14
		Mahoney Bros.' Leading Brand	11
		New Elisardo Delivery Wagon	12
		The Spanish Ambassador and Friends in Tampa	5
		An Artistic Sign	9

FOR INDEX TO ADVERTISERS, SEE INSIDE BACK COVER.

JOTTINGS

GEORGE B. LENTZ, of Baltimore, is expected here tomorrow on business.

MR. DOERR, of Sig. C. Mayer & Co., Philadelphia, was a recent visitor to New York.

A. SULZBERGER, of Sulzberger & Oppenheimer, Philadelphia, was a recent visitor to the city.

ERNEST ELLINGER, of Ernest Ellinger & Co., leaf dealers, left Monday for Havana, via Tampa.

HARRY B. HUNTOON, of Huntoon & Gorham, Providence, R. I., recently paid New York leaf firms a visit.

GEORGE L. SYMONS, of the Symons-Kraussman Co., is touring the West in the interests of the Flor de Baltimore.

EDMUND H. SMITH left for Havana Saturday, where he expects to remain several weeks. He was accompanied by Mrs. Smith.

N. BIJUR, of E. Rosenwald & Bro., is back from a trip to Wisconsin, where he went to confer with the resident buyers of the firm in that section.

WILLIAM CATLIN, traveler for T. J. Dunn & Co., is touring New York State. E. P. Prickett and Victor Thorsch are in Chicago, and M. Schwarz is in Texas.

THE UNITED CIGAR MANUFACTURERS Co. have declared a regular quarterly dividend of one and three-fourths per cent. on their preferred stock, payable March 1.

CALIXTO LOPEZ, leaf importers and manufacturers of the Eden cigar, have been incorporated with \$500,000 capital, with the specified purpose of raising and curing tobacco.

OSCAR VEIT, traveler for Montevieno & Co., is in the Southwest. S. Rothschild is on an extended trip to California and other Coast States, and Chas. Tengler is in the Northwest.

"ARCHIE" HAMMOND, of the Money-penny-Hammond Co., Columbus, O., spent several days of the past week with his friends in the cigar and tobacco manufacturing industry in New York.

D. EMIL KLEIN, who has been touring the Northwest for E. M. Schwarz & Co., is expected back home in about a week. J. B. Wertheim has returned, after a very successful visit to the Middle West.

S. FERGUSON, late manager of the cigar department of the McPike Drug Co., will soon open an office in Kansas City as a cigar broker. Mail will reach him in care of the Kansas City Athletic Club.

LOUIS P. SUTTER & BROS., and the A. Hussey Leaf Tobacco Co. will remove on May 1 to the building at 96 Pine street, which is now in the hands of artisans, who are adapting it to leaf tobacco requirements.

BUSINESS at the Diamond Dip Cigar Factory, Passaic, N. J., is reported to be picking up nicely. M. Diamond hopes to start out early next month on a short Western tour, including Chicago, Pittsburgh and Buffalo.

IN THEIR ANNOUNCEMENT on page 20 Simon Batt & Co. direct the special attention of the trade to the label of their La Verdad brand, which now carries the firm name conspicuously to avoid misunderstanding. A reproduction of their La Verdad band is also shown in the same advertisement.

SAM H. HARRIS, of the Khedivial Co., has returned from a trip to Buffalo and other points in New York State. W. L. Walker, of that concern, has returned from a trip to North Carolina and Virginia. The Alma, their new fifteen-cent cigarette, is reported to be meeting with an extremely favorable reception.

BY LAST WEEK'S STEAMER, Levi, Blumenstiel & Co. received a fine shipment of last year's packings of Porto Rican tobacco in various grades. It is understood that the firm are the fortunate holders of the largest stock of fancy goods in that type of tobacco. Samples and prices to responsible buyers on application.

THE MARTINEZ HAVANA Co. report a fair trade, considering conditions generally. J. D. Connor, who has charge of the New York office of the company, is spending a few weeks in Havana investigating crop conditions and other matters of trade interest. He expects to return to New York during the first week in March.

THE SURDRUG Co. have a good report to make on the Zig-Zag cigarette paper handled by them. Orders on cigarettes are coming in freely, their Milo, Egyptian Arabs and Dolma retaining their former popularity with the trade and the smoking public. The Richmond factory, in which their tobaccos are manufactured, is kept busy.

A. RAMIREZ & Co. are pleased with the business that has come to them since their salesmen took to the road about the middle of January. Substantial orders have been received, and the fact grows daily more evident that the Jules Vernes and Lenardo, Tampa-made cigars, have won a warm spot in the hearts of the trade and the smoking public.

WITH THE REVIVAL OF BUSINESS at the cigar factories now beginning there will come a careful looking over of supplies of hand tools and devices. Headquarters in all such essentials for cigar manufacturers have been established at the show rooms of John J. Sander, 113 Maiden lane, New York. Everything needed in a cigar factory will be found there.

HENRY J. PINNEY, of the Rawson Cigar Co., Worcester, Mass., was in New York recently on his way South to spend a vacation in travel, recreation and sight-seeing. He went from here to New Orleans by steamer, and from there he went to Little Rock, Ark. He will return by rail, taking in such points as St. Louis, Chicago and New York, on his way home.

E. E. RUTTER, representing Philip Morris & Co., in Brooklyn, Long Island and New Jersey, reports a steady increase in the sale of the company's cigarettes throughout his territory. The advertising work, show-window displays, and other means of placing the goods prominently

before the consumer is being carried on with energy and the results are proving satisfactory.

JOHN W. MERRIAM, of John W. Merriam & Co., is back in New York, after an extended visit to the Middle West. He found things in fair shape, and as usual, met with a very pleasant reception. He is led, by what he observed, to expect the year 1908 to be a very prosperous one for high-grade clear Havana houses, particularly for those with established brands.

GABE M. COHN, of the Bouquet-Cohn Cigar Co., distributors of La Integridad cigars in San Francisco, was in the city recently, calling on his friends in the trade. He reports business to be in good shape on the Coast, and expects his house to materially increase their volume of business during the next twelve months. He received a hearty welcome from his friends at this end of the line.

THE ATTENTION of the men behind the cigar case is directed to the announcement on page 25 in reference to the Waldorf Ink Pencil, of the Waldorf-Astoria Segar Co. This new side line for up-to-date cigarists is exactly suited for present conditions, being a device combining quality and durability, placed on the market at a figure likely to interest every progressive merchant.

THE NEW FIRM of ROSE & WOBBE, packers of leaf tobacco, 145 Water street, have finally selected an office man in the person of Harry Fisher. Mr. Fisher is a young man who was brought up in the tobacco business and has a good record and an enviable reputation in the leaf tobacco section of this city. We predict that his enrollment on the staff of Rose & Wobbe will prove satisfactory to all concerned.

THE WEST INDIES CIGAR Co. report a continued improvement in the demand for their high-grade pure Porto Rican cigars. These are placed on the market by the house with an absolute guarantee as to their genuine character. Mr. Lachman leaves New York Friday on a trip to the Coast of about three weeks' duration. During his absence Mr. August, as usual, will be in charge of affairs at office headquarters.

THE BRUNHOFF MANUFACTURING Co. report a considerable improvement in their business since the first of the year on their general line of cigar cutters, lighters, etc. W. S. Lakamp, their Eastern representative, paid a visit to Philadelphia the end of last week, and secured there quite a satisfactory run of orders. The company have in preparation a new style combination cutter and lighter which promises to become a popular seller among the trade.

IN ORDER TO ACCOMMODATE their rapidly increasing business, the Emil Berger Tobacco Co. have enlarged their plant by taking in now the entire three buildings, 6, 8 and 10 Gouverneur slip, New York. The offices of the company also will be transferred to the ground floor and will be fitted up in good modern style. The house intimate a big reduction in the price of sound cigar scraps for filler purposes.

A SECOND MEETING of the creditors of Trujillo & Co. was held on Tuesday, at which a tentative agreement was made as to a settlement. The liabilities of the firm are said to be about \$50,000, with assets of approximately \$13,000. Some of the firm's creditors follow: B. Diaz & Co., \$3,500; D. L. Trujillo, \$36,000; Ernest Ellinger & Co., \$3,000; National Bank of Key West, \$5,000; Market & Fulton National Bank, \$2,500.

WITH FURTHER REFERENCE to the notice in the TOBACCO LEAF of January 29, as to the change of ownership of the Humidor Co., notice is given in the advertising columns of this week's issue that the business and stock of the company are for sale. G. P. Rogers, president and treasurer of the reorganized company, is open to receive offers, which should be addressed to the company's offices, 131 West Twenty-fourth street, New York.

IN THESE PESSIMISTIC DAYS of rag chewing and mitigated effort, it is really refreshing to hear that some cigar manufacturers have courage enough and faith enough in the future of their business to buy a really decent bill of tobacco. This, we learn, is really the case, judging

by the fact that H. Duys & Co. have been filling of late quite a few big orders for Sumatra tobacco. Let the good work go on, as it no doubt will after the reports of the early inscription sales reach New York. John H. Duys leaves for Amsterdam on March 3.

THE NAME AND FAME of the Melachrino Egyptian cigarettes, like the beat of the British drum, are known and heard all around the world. M. Melachrino & Co. invaded the United States in the person of Mr. Melachrino himself, not quite four years ago, and in that short space of time have established a prestige and success similar to that achieved by them in the other parts of the civilized globe. The factory and office headquarters of the firm are located at 8 West Twenty-ninth street, New York, where they occupy the whole of that building, together with a part of one of those adjoining. Samples and price-list will be sent to responsible houses on application.

HENRY ESBERG, of the Esberg-Gunst Co., is expected home this week from the West. Ludwig Lasker, representing M. Stachelberg & Co. and the Esberg-Gunst Co., is visiting the trade in San Antonio, Tex. At the New York offices of the company trade is reported fair. Conditions are somewhat disturbed in the South, owing to the prohibition laws that have recently been enacted by various State Legislatures. The closing of cafes and hotels following the enforcement of the law will necessitate many changes in the distribution of cigars. M. Stachelberg & Co., however, have such a strong hold on the consumers in Southern territory that little difficulty is anticipated in maintaining an efficient organization to handle their goods at retail.

THE LATEST ADVICES from Porto Rico to the American West Indies Trading Co. show that the recent spells of bad weather on the island are not favorable for the prospect of a big crop of Porto Rican tobacco this season. At office headquarters collections are still reported as unsatisfactory, but orders are coming forward for high-grade goods in such shape as to encourage the belief that confidence is being re-established among cigar distributors. The company have three factories in operation on the island, and with their ample stocks on hand can guarantee prompt deliveries of regular shapes and sizes. Leo Weiss is preparing for his regular spring tour among the trade. Henry Weiss has been receiving good encouragement in Washington and Baltimore. E. B. Mayer has been forwarding some excellent business from Texas, and Henry Kaften is now working in New York State.

AT THE OFFICES of Philip Morris & Co., F. S. Lucey intimated that the February business of the company was fully double that of the same month of 1907. The increase is well spread, coming from practically all parts of the country, and includes a good advance in the call for their Unis brand of cigarettes. The house have already had a number of calls for their new Ambassador size in high-grade goods, and they hope to have some on the market next week. The company are now enjoying a nice trade from Bermuda, Jamaica, Panama and Porto Rico. Vice-President Herbert is now in New Orleans, after a very encouraging tour through Florida, Georgia, South Carolina, Virginia and Alabama. N. E. Nichols is in Buffalo and Dave Michael is in Iowa. H. S. Neustadter continues to forward a good line of business from the Coast. Mr. Lucey, who is vice-president of the Canadian Philip Morris Co., will visit the Montreal headquarters of that branch early next week.

OFF FOR AMSTERDAM

Louis P. Sutter will sail today for Europe on the steamer Ryndam to attend the Sumatra inscriptions at Amsterdam. He will be accompanied by Milton Sutter, son of John E. Sutter, who is to be initiated into the mysteries of the Frascati.

CIGARETTE FACTORY SOLD

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BREVITIES FROM BUFFALO

Reid & Co. Establish Retail Store— Sneak Thieves Enter Cigar Store of Noah-Foster Co.

BUFFALO, Feb. 21.—Reid & Co., local wholesale tobacco dealers, have established an attractive retail cigar stand in their warehouse on Washington street, this city. They feature the products of the American Tobacco Co. and its allied concerns, carrying in imported cigars, Carolina, Garcia, Bock, Henry Clay and Antonio y Cleopatra.

Recent visitors: Harry Boston (Wm. Demuth & Co.), Fred Suss (R. Steinecke Co.), J. T. Nightingale (Waldorf-Astoria Segar Co.), Sam Harris (Khedivial Co.), N. E. Nichols (Philip Morris & Co.) and Frank Elliott (Surbrug Co.).

Sneak thieves recently helped themselves to the Noah-Foster store's handsome pipes to the extent of \$75. Four of the pipes have been recovered, and there is hope of the balance being found. As usual this store is having a steady stream of callers representing tobacco houses throughout the country. John W. Merriam, of Bull Dog fame, was in town this week and heard the store's happy statement that they can hardly keep a sufficient supply of Square Guy on hand, so steady is the demand. As a catch advertisement, is displayed the motto hanging this week in Noah-Foster's window, "Not much competition in Square Guy."

"Trade continues in the same satisfactory fashion," said A. J. Snyder. "We do not begin renewing our stock until next month, as the holiday supply meets the demand until March is reached." Were the Snyder store to lay in sufficient goods to last throughout the year, the last cigar sold would equal in flavor the first, because of the excellent facilities of its storeroom, with its immense Bell Humidifier. FARRINGTON.

IN THE CONNECTICUT VALLEY

SPRINGFIELD, Mass., Feb. 25.—A buying movement of fairly large proportions prevails in the Connecticut Valley. For the most part, however, the sales are small crops. That by far the greater part of the new crop remains in growers' hands is apparent even to the casually informed. Not within the past fifteen or twenty years has so small a part of the crop been disposed of before the passing of midwinter.

The packing houses are running full time in many instances. Many establishments have not opened or are being operated with a comparatively few hands, so that, all in all, the season has been dull and the reduced pay-rolls are felt by tradesmen in the tobacco towns as well as by the residents who depend upon the tobacco establishments for ready money during the winter months.

Fred Thrall, of Poquonnock, Conn., will open another warehouse this week, employing about thirty hands. Sixty men are working in the other establishment. Seth Phelps, of Windsor, opened his packing house Monday and will employ about fifty sorters.

E. A. Hathaway & Co. have been buying crops in the vicinity of Suffield, Conn., the past week. It is said that the highest price paid was ten cents per pound. The run of prices ranges from eight to twelve cents per pound. Only a few crops bring better than fifteen cents. Scores of growers are making no effort to dispose of their crops under existing prices and are devoting their time to planning for the new crop.

Officers of the New England Tobacco Growers' Association are of the opinion that the legislative situation in Washington will not require the presence of a growers' delegation to impress upon the Nutmeg State and other representatives the opposition of New England tobacco interests to Philippine tariff revision. Representative growers are of the belief that no tariff tinkering will be attempted in this session of Congress, and doubt whether there will be any formidable move in this direction next winter. E. W. P.

LEAF RECEIPTS AT KEY WEST.

KEY WEST, Feb. 21.—Imports of leaf in bond for week ending this day: Ruy Lopez Ca., 153 bales; George W. Nichols & Co., 134; Armas de Oro factory, 26; E. H. Gato Cigar Co., 14; M. Valle y Ca., 13; S. & F. Fleitas, 2; total, 342. Withdrawals, 363 bales. WEED.

HAVANA, TAMPA AND KEY WEST

HAVANA, Feb. 21.—A larger volume of transactions was expected this week, but nevertheless a fairly active market has gone on record. A good demand is being observed for all heavy bodied classes, for mixing purposes, that are found in a curable state. Factory vegas of Vuelta Abajo and Semi-Vuelta are beginning to move along nicely. Such grades are firmly maintained in prices. No one will dare say what will take place, so far as prices are concerned, in the next few months. This is a matter, so far as can be judged under present conditions, that will depend greatly upon the general commercial conditions in the United States. If business picks up in the United States and the demand for cigars obliges the manufacturers to replenish their stocks as in more normal times, and the facilities in a financial way also allow them to do so, the competition will be keen and prices will fluctuate accordingly. On the other hand, if the strike continues and business in the United States remains slack, prices, sooner or later, will drop considerably. Nothing can be said about the termination of the strike here; no indications have developed lately and there is nothing on which to base the slightest hope of a speedy settlement. Yet the conditions existing since the start are such as to cause very little surprise if work were resumed in a day.

A few days ago a heavy downpour of rain was recorded all through the Partidos section, to the benefit of the tobacco crop. In some parts of the country a greater dose of water would improve the last cutting of tobacco, but on the whole the crop is being looked upon as fairly good and as having reached the fullest expectations. Already some "Libre de pie" of the Temprano portion have been reaching Havana in the last several days. No opinion can be formed on such tobacco. Some samples could not have been better, while others were poor.

Muniz y Gonzalez sold 300 bales of first and second capaduras of the 1906 crop. Juan Diaz Inguanzo disposed of nearly 600 bales of the same class of tobacco and the same grades. Puente Granda & Co. sold 450 bales of third capaduras to a local commission merchant for export to Europe. Over 500 bales of Semi-Vuelta and Partido went out of the store of Jose Menendez since last week. Perez Hnos. sold 200 bales of first capaduras.

Gonzalez Benitez & Co. sold about 300 bales of firsts and seconds. Aixala & Co. sold about 100 bales of second capaduras to one customer and 200 bales of first and second capaduras to another. Sylvester & Stern are making a large shipment this week of over 400 bales of Partidos and Vuelta Abajo.

Foremost among this week's buyers were Messrs. Alfred K. and Victor Ettlinger (Emanuel Hoffman & Son, of New York), who since their arrival have lost no time in the market. They have bought several lots and have options on others.

Louis Cantor (Leonard Friedman & Co.) arrived in town on the steamer Havana, which came in on Wednesday.

F. Egerton (Egerton & Joel, Boston) was also an arrival on the same boat.

Antonio Rocha is among this week's visitors.

Gus McCracken, a cigar manufacturer of Chicago, is also in the market, accompanied by Mrs. McCracken.

A. Aarons (E. Aarons & Bro., of New York) was also in town the greater part of the week. He leaves tomorrow homeward.

Alvaro Garcia (Garcia, Vega & Co.) bought several lots of good tobacco for the needs of his firm since his arrival here a few days ago.

W. E. Fisher (Gonzalez, Fisher & Co.) arrived last Monday in company with A. Nistal, the superintendent of the company's factories, and they have been very busy up to their departure on Thursday.

Angel Cuesta (Cuesta, Rey & Co.) arrived from Tampa on Tuesday.

F. Bolano (F. Bolano & Co.) is in town from Chicago.

J. Yero (Garcia & Co., of New York) arrived yesterday.

A. Guedalia (Guedalia y Ca., of New York) looked over some high-

TAMPA, Fla., Feb. 23.—Well, the great State Fair is now almost a matter of history and the most of the business men of Tampa are grateful. While the town has been full of people and a great deal of money has been spent, the greater part of it will leave when the show people go. Also the bookmakers will take away a goodly slice of it.

So far as the cigar industry is concerned everything is moving along quietly and with steady improvement. Importations of tobacco continue to improve and the shipments of cigars show an increase. The manufacturers report that orders are commencing to come in with something like their old-time size, and if the new crop does all that is expected of it they look forward to a good year.

Salvador Rodriguez, of Charles the Great fame, is here for a few days en route to Havana and is looking after matters at the factory. At the factory they have prepared a case for advertising purposes to be sent to the New York office that is more than worthy of mention. It contains fifty-two sizes of the Charles the Great brand.

J. E. A. Blaise, of the S. S. Pierce Co., Boston, who has been in Cuba for some weeks, passed through the city the past week en route to Boston.

Celestino Lopez and F. Arguelles (Arguelles, Lopez & Bro.) leave tonight for Cuba, where they will attend to some business matters. Each will be accompanied by his wife, and it is expected that they will combine business with pleasure. At the factory there is no complaint on the score of business, and they have been steadily increasing their working force to keep up with the demand for Tadamans.

William E. Fisher and Alejandrino Nistal (Gonzalez, Fisher & Co.) are back from a business trip to Cuba. While there they inspected their leaf holdings and added somewhat to their stock of leaf. At the factory there is no evidence that La Sinceridad has fallen off any in

grade vegas this week. He says, however, that he intends to take his time while he is here, and if he buys anything, he will do so slowly, and he is here more for a vacation than for business purposes. He will leave in the beginning of March.

August Biederman and his son, August, Jr., will leave tomorrow for New York. Mr. Biederman, a day after his arrival, took a severe illness and was confined to his bed for a number of days. Although he intended to buy some tobacco, this upset his plans, and as he could not smoke at all, he decided to go home without buying anything. However, he took along some sample bales of different lots of tobacco, which he will try at his ease in New York.

Godfrey S. Mahn departed on Tuesday for Key West. He will continue his pleasure trip in Florida. He left some orders with manufacturers here.

Sol Hamburger (Hamburger Bros. & Co.) departed last Saturday unexpectedly.

The Romeo y Julieta factory is working with 180 men in Artemisa. It intends to increase its forces there if it is possible, although there is great difficulty in getting men to work on account of the influence of the Federative Union of Workmen throughout the country.

The Por Larranaga factory was the recipient of some nice orders this week from the United States.

Receipts of tobacco from the country were:

	For past week	Since Jan. 1.
	Bales	Bales
Vuelta Abajo.....	1,285	9,173
Semi-Vuelta	274	928
Partido	4	167
Matanzas		253
Remedios		
(Santa Clara)	1,208	11,201
Puerto Principe		62
Santiago de Cuba.....	23	1,143
	2,794	22,927

Exchange on New York, for three days' sight drafts is quoted today at 94 per cent.

PETERS.

KEY WEST, Feb. 21.—A cold wave struck the town early in the week and the thermometer ranges lower than at any time in this season. The snap might have been enjoyed by the many Northern tourists passing this way just now, but to the average Key Wester it was unwelcome. The effect of the blizzard on business was marked, and was, of course, keenly felt at the factories, where cigar production was materially cut down.

A few days hence the Cigar Manufacturers' Association will receive an invoice of one hundred thousand elegant hangers exploiting the protective stamp, which will be distributed among jobbers and retailers handling the Key West product. The stamp having now been in actual use a little over a year, ample time has been given it to demonstrate its value or otherwise. In a conversation with a prominent manufacturer yesterday your correspondent was furnished with facts and figures amply attesting the value of the stamp, and that, during a year in which the trade was exceptionally handicapped, and it is

the affections of the smoking public.

Sam'l I. Davis, who has been in Cuba for some time looking after his leaf interests, returned the first of the week, leaving on Wednesday for New York. He was accompanied by his daughters. In speaking of the new crop Mr. Davis stated that, in his opinion, it would be the best in several years, and that the troubles of the manufacturers, so far as the supply of tobacco is concerned, are about over. He invested in about fifteen hundred bales of choice leaf for the El Sidelito factory.

Wm. Corry, general manager of the Owl Commercial Co., whose plant is located in Gadsden County, this State, was in the city from New York the past week, looking after his company's exhibit at the Fair. He stated that the tobacco growing industry was receiving immense impetus in the vicinity of middle Florida, and that this year there would be planted at least five thousand acres of unshaded tobacco and four thousand of shaded. It is the coming industry of Florida.

Santos Buzaglo, who opened a factory in Ybor City last week, made a heavy shipment of cigars to Seattle on Saturday. Mr. Buzaglo came here from Chicago and is a skilled manufacturer. He has a nice business already on his house brands.

One of the features of the visit of the Spanish Ambassador to Tampa was a luncheon tendered him at the Spanish restaurant next to the Jose Vila factory of Berriman Bros. The feature of the occasion was the passing around of fine Jose Vilas and El Sidelitos.

At the factory of E. A. Kline & Co. there is a marked improvement in the demand for Rigoletto and El Symphonie. Manager Moe Kline says that he is increasing his force right along and that by the end of the month he will have the factory filled.

Following the visit of Ambassador Pina, Tampa entertained two other distinguished foreign Ambassadors in royal style, these being Baron Mayor Edmondo des Planches, Italian Ambassador, and Baron Speck von Sternberg, German Ambassador. Both visitors remained in the city several days, during which time they were feasted and dined at the Tampa Bay Hotel, Grand Orient restaurant and other places. Baron Speck von Sternberg delivered a most interesting address today on the subject of the financial relations of Germany and the United States, and Baron des Planches delivered an equally notable address on other subjects of interest. Baron des Planches left this morning for Washington, and Baron von Sternberg will remain over tomorrow in order to participate in the exercises by which the new German-American Club building will be dedicated. The Ambassadors were accompanied to Tampa by their charming wives, and they, too, have greatly enjoyed the courtesies shown them. Tampa has entertained her visitors in royal style, and is today entertaining members of the Florida Postmasters' Association, also several postal officials from Washington.

HARDEE.

evidently the intention of all concerned to make its use permanent.

Don Luis Martinez, Martinez Havana Co., came over from Cuba early in the week and has since been joined by J. D. Connor, of the New York office. They will leave for Cuba by tonight's steamer. Mr. Connor considers business improving, and is evidently of the opinion that it will be normal before long.

At the E. H. Gato Cigar Co.'s factory business is a little on the up grade, both in the tone and volume of orders, calls for fine sizes being a distinctive feature of the week. Advices from headquarters are encouraging, and the firm are sanguine of a good spring run. Not a customer lost during the recent slump, and it is expected that before long orders from all patrons of the house will again be up to the standard. Not a day has been lost at the factory since resumption, and the firm proposes to make a great effort to carry this record through the entire year.

At the Armas de Oro factory the force is as strong as at any time in the history of the shop. H. E. Korn and Miss Mattie Korn will leave for Cuba tonight, and tomorrow week will sail for New York. Early in March, Mr. Korn will take charge of the sales department of his house, and for some time at least will be pretty much on the road, covering all points in his firm's territory, and visiting the factory twice each month.

With the Ray Lopez Co. orders are healthy, and so also are leaf receipts, and the firm will take on considerable additional help on Monday. Godfrey S. Mahn, the cigarist of New York and Philadelphia, is in town for a few days, the guest of President John Wardlaw.

No complaints on trade are heard at the Ferdinand Hirsch Co.'s factory. The house continue busy and the force is well maintained. Orders are fully up to production, and the tone of the demand is high; and altogether the trade status of the shop is quoted as highly satisfactory.

Within the past few days M. Valle y Ca. have materially increased their force, and the production of the factory is now greater than at any time since the start. A. A. Durrie, of New York, and formerly with the Havana-American Co., reached town a few days since to accept a position on the clerical staff of the company.

A. Aurelio Torres, Principe de Golfo Cigar Co., is back from a brief business run up State, during which he made several important deals, and booked some new customers for his leaders.

Ygnacio Castaneda, the leaf dealer of Havana, was in town early in the week en route from Tampa to Cuba.

Another trade tourist of the week was R. Christin, the cigar buyer for Chapin & Gore, taking the Cuba trip. Returning, he will stay over here a few days.

Since last writing the home of C. L. Knowles, of the Alonzo Reigas Cigar Co., has been gladdened by the arrival of a son and heir. Mother and babe are doing well, and the proud father—well, he is forgetting Manufacturers' Association meetings and about everything else in the new joy.

S. B. Howard, of the leaf department of Henry Clay and Bock & Co., went through on Wednesday's boat to Havana.

Max Stern, Sylvester & Stern, was also a recent through tourist en route to New York.

Among travelers booked to come this way shortly are Cecundo Arguelles, Celestino Lopez and wife, and Miss Isabel Arguelles, who will pass through Key West on Monday en route for Havana.

Don Ramon Pina y Millet, Spanish Ambassador to the United States, was on the list of through passengers by Monday's steamer to Havana.

B. F. Meyer, president M. Hyman Cigar and Importing Co., Denver, Col., was in the city early in the week and made the acquaintance of several of the local firms.

WEEK.

Iowa woman, who, while her husband slept, sewed him in a blanket and whaled the rum out of his system with a rawhide, thinks she has got the gold cure beaten to a frazzle.

TRADEMARKS REGISTERED

Applications for registration must in all cases be accompanied by Registration Fee. Otherwise no attention will be paid to them.

To establish in court, in case of infringement or fraudulent claim, ownership in a trademark or label, it is necessary to prove priority of use, or first use after abandonment by the original owner.

The Tobacco Leaf Trademark Bureau has been established for the purpose of registering and publishing the claims of manufacturers to the use of trademarks and brands from a specified date.

The charge for registering is \$1 for each trademark.

For searching a brand, which does not result in a registration, 25 cents.

SPECIFY THEIR USE.

Persons and firms sending us trademarks for registration should be particular to specify the use or uses to which the trademarks are to be or have been put; whether used for cigars or cigarettes, smoking, fine-cut, plug tobacco or snuff.

LORD RAY. No. 34,648. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 19, 1908, at 8 a. m. American Lithographic Co., New York.

THE STRATFIELD. No. 34,649. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 19, 1908, at 8 a. m. D. D. Smith, Bridgeport, Conn.

GARCIA CONDE. No. 34,650. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 19, 1908, at 8 a. m. Mendez & Gomez, New York.

LIVE WIRE. No. 34,652. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 20, 1908, at 8 a. m. The Dingman Cigar Co., Tacoma, Wash.

RED RAGE. No. 34,653. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 20, 1908, at 8 a. m. The Dingman Cigar Co., Tacoma, Wash.

DICK'S PERFEXTRA. No. 34,654. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 20, 1908, at 8 a. m. The Dingman Cigar Co., Tacoma, Wash.

UNITED SOCIETIES. No. 34,655. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 21, 1908, at 8 a. m. Prager & Shapero, Chicago, Ill.

SEÑOR PINA. No. 34,656. For Cigars, Cigarettes and Tobacco. Registered February 21, 1908, at 8 a. m. The Moehle Lithographic Co., Brooklyn, N. Y.

EL MINISTRO. No. 34,657. For Cigars, Cigarettes and Tobacco. Registered February 21, 1908, at 8 a. m. The Moehle Lithographic Co., Brooklyn, N. Y.

EL JUGADO. No. 34,658. For Cigars, Cigarettes and Tobacco. Registered February 21, 1908, at 8 a. m. The Moehle Lithographic Co., Brooklyn, N. Y.

SCOOTER. No. 34,659. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 21, 1908, at 8 a. m. American Lithographic Co., New York.

BRUCE REYNOLDS' SPECIAL. (With design herewith). No. 34,651. For Cigarettes.



Registered February 19, 1908, at 8 a. m. Bruce Reynolds, New York.

LA BELLE SAVON. No. 34,660. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 22, 1908, at 8 a. m. Casper Rosenberg, Cleveland, O.

MINGLER. No. 34,661. For Cigars, Cheroots, Cigarettes, Stogies and Tobacco. Registered February 22, 1908, at 8 a. m. Hirsch & Bendheim, St. Louis, Mo.

THREE RAILS. No. 34,662. For Cigars and Stogies. Registered February 22, 1908, at 8 a. m. The G. W. Miller Cigar Co., Shirlsberg, Pa.

BRATSTVO. No. 34,663. For Cigars and Cigarettes. Registered February 24, 1908, at 8 a. m. The New York Credit Tobacco Co., New York.

HASTINGS. No. 34,664. For Cigarettes. Registered February 24, 1908, at 8 a. m. The New York Credit Tobacco Co., New York.

DROOG. No. 34,665. For Cigarettes. Registered February 24, 1908, at 8 a. m. The New York Credit Tobacco Co., New York.

THE NEW YORK CREDIT TOBACCO CO. No. 34,666. For Firm Style. Registered February 24, 1908, at 8 a. m. The New York Credit Tobacco Co., New York.

WIARUS. No. 34,667. For Cigars. Registered February 24, 1908, at 8 a. m. Leo J. Slivinski, Buffalo, N. Y.

KINGS COUNTY GENTLEMAN. No. 34,668. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 24, 1908, at 8 a. m. H. M. Roth, Brooklyn, N. Y.

AN ARTISTIC SIGN



The above cut shows a new sign advertising the Savarona brand of cigars made by the Cayey-Caguas Tobacco Co. This is really more a work of art than a show card. It is a remarkably good reproduction of an expensive oil painting, with a rich rosewood frame. No less than fourteen colors were used in lithographing this sign, and no expense was spared to turn out an elaborate and artistic piece of work. The whole thing shows very

little lettering, but the picture tells a story and carries the desired impression, namely, that the Savarona is a strictly high quality cigar and one that will bring satisfaction to the most critical and experienced smoker. This picture will certainly prove one of the best of silent salesmen and make sales on the Savarona every day in the year.

The company have placed a large order for these signs and expect to supply them to every handler of Savarona cigars.

TRADE AFFAIRS LOOK BRIGHTER IN CHICAGO

Normal Conditions Expected To Prevail During March —Berriman Bros. Moving Into Their New Quarters— Leaf Merchants Pass Resolutions on E. Hecht's Death

["Tobacco Leaf" Bureau, 36 La Salle St.]

CHICAGO, Feb. 24.—There are many indications that business is on the mend. A better feeling prevails among buyers of raw material and manufactured goods, and inquiries are much more numerous than they were a month ago. Collections do not show up well, but that is nothing unusual for February in the West, when the country is storm-bound and transportation is tied up. It is believed in this market that the month of March will see the beginning of a return to normal conditions.

Henry Riesenberr of the Temple & Shaw Co., South Bend, Ind., is expected here soon. Reports from other jobbing centres that he has visited indicate that he has not been idle, and that the company's five-cent brands, Secretary Gage, Tom Hendricks and Sally Ward, are finding many adherents.

R. M. Berlzheimer, 118 La Salle street, has a fine window display of La Espera Havana cigars, made by the Fromherz-Berlzheimer Co. This is his leading brand and he exploits it in a great array of shapes and sizes.

William F. Monroe and his family are expected home from Florida this week.

Berriman Bros. are moving into their new offices and show rooms on the tenth floor of the First National Bank building. A description of the suite was given in a previous issue. E. C. Berriman has but lately returned from a visit to the factory in Tampa and a tour of the tobacco districts of Cuba. He speaks very optimistically of the trade outlook.

C. T. Harrison is now employed by Storm, Fisher & Co. and is doing work on their clear Havana brands of cigars through the Best & Russell Co., their distributors. Mr. Harrison is an old-time salesman, and was formerly with L. G. Deschler, Indianapolis.

Among the recent visitors were Harry Nathan, of the Loeb-Nunez Havana Co.; S. M. Arndt, Rock Island, Ill.; Ben Lesser, of F. Lozano, Son & Co.; A. G. Endrelee, St. Louis; C. J. Holton, Detroit, and Chas. H. Storm, of Storm, Fisher & Co.

Emil Wedeles, of the leaf firm of Wedeles Bros., accompanied by his wife,

has gone to the Pacific coast for a season of rest.

At the offices of Celestino Vega & Co. things are moving along swimmingly. Old customers of La Venga Havana cigars are increasing their requisitions, and new customers by the score are being added to the clientele of the house. The factory at Tampa is increasing its working force, and there is every prospect that as the season advances La Venga will show up well in the lead.

Cohn Bros., the cigar manufacturers, having reconsidered their determination to build a factory of their own, have leased space in the building south of them and now occupy the premises at 72 to 88 Franklin street, 120 feet front. In the new wing are located commodious offices, a large stock room and a division for the packers, all in nicely finished woodwork and well equipped with every facility for the dispatch of business. In the factory part many additional tables have been placed and all are occupied by workmen making the Havana cigars for which the firm have a deserved reputation.

Sig. Meyer, of Louis Ash & Co., and Samuel M. Chase, of that firm, after visiting the trade here, are making a business trip through the Northwest.

As wired to the TOBACCO LEAF last week, Ernest Hecht, founder and head of the leaf house of E. Hecht & Co., died last Monday afternoon, after a short illness. The funeral occurred last Thursday afternoon at the chapel in Graceland Cemetery and was attended by the leaf trade of Chicago in a body. On Wednesday the Chicago Leaf Tobacco Merchants' Association held a meeting and passed suitable resolutions upon the death of Mr. Hecht. Ernest Hecht was born in Germany sixty-three years ago and came to this country early in life. Leaf tobacco was his life study, and by his ability and industry he built up a business which is a monument to his work.

A man of strong, forceful character and of high business ideals, he did much to make the name of Chicago respected as a leaf tobacco centre. Mr. Hecht is survived by his widow, a son, Walter, and a daughter.

MARQUETTE.

SMOKELORE. No. 34,669. For Cigars, Cheroots, Little Cigars and Stogies. Registered February 24, 1908, at 8 a. m. Frank J. Roesser, St. Louis, Mo.

KIL KEE—COUNTY CLARE, IRELAND. No. 34,670. For Cigars, Cheroots and Cigarettes. Registered February 25, 1908, at 8 a. m. Edward Preiss, Jersey City, N. J.

EL PLIZAR. No. 34,671. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 22, 1908, at 8 a. m. Wismer & Becker, Chicago, Ill.

EL PEGAR. No. 34,672. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 22, 1908, at 8 a. m. Wismer & Becker, Chicago, Ill.

MI ANTHIA. No. 34,673. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 22, 1908, at 8 a. m. Wismer & Becker, Chicago, Ill.

BOURBON ROSE. No. 34,674. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 25, 1908, at 8 a. m. Henry Peek, East Syracuse, N. Y.

LINCOLN FARM. No. 34,675. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 26, 1908, at 8 a. m. American Lithographic Co., New York.

COUNTRY LAWYER. No. 34,676. For Cigars, Cheroots, Cigarettes and Tobacco. Registered February 26, 1908, at 8 a. m. American Lithographic Co., New York.

KILRUSH—COUNTY CLARE, IRELAND. No. 34,677. For Cigars, Cheroots and Cigarettes. Registered February 25, 1908, at 8 a. m. Edward Preiss, Jersey City, N. J.

CANCELLATION.

ROYAL PENN. registered for Cigars, Cheroots, Cigarettes and Tobacco, on January 16, 1908, by J. N. Williams, Reading, Pa., has been Cancelled.

TRANSFERS.

CECIL RIGGER (K. C. B.), registered for Cigars, on January 2, 1908, by the Independent Co-Operative Union Segar Co., New York, has been transferred to Chas. Plumley, Chester Park, L. I.

RIGGERS, registered for Cigars, on December 26, 1907, by the Independent Co-Operative Union Segar Co., New York, has been transferred to Chas. Plumley, Chester Park, L. I.

THIRD RAIL, registered for Cigars, Cigarettes, Smoking and Chewing Tobacco, on April 6, 1906, by P. J. Sullivan, Brooklyn, N. Y., was transferred on February 21, 1908, to the G. W. Miller Cigar Co., Shirlsberg, Pa.

CORRECTION.

WILKES-BARRE TIMES LEADER, was registered for Cigars, Cheroots, Cigarettes and Tobacco, on December 9, 1907, by A. J. Leniger, Danville, Pa., instead of December 8, 1907, as published.

APPLICATIONS REJECTED.

Agawam, Arbest, A Good One, All Right, Amador, La Alamo, La Boda, Clymic, Carona, Craftsman, Chicago American, Duke of Ormonde, Disco, Delphi, Elkhorn, Eminent, Esparto, Excelencia, El Goso, First American, Flamarion, El Fabuloso, Flor de Grill, La Fernandez, G. B. S., Hornet, Honest John, Hurry Up, Henry B. Plant, How-de-do, Happy Jack, Justino, John J., King Mark, King Ken, Liberal, Lion Head, Little Diamond, Merry Widow, Madison Square Club, Myron, Modesto, Majestic, El Moreyco, New River, Nana, Noah Webster, Octo, El Otro, Olorosa, La Poloma, Private Stock, El Porto de Tampa, Pleno, Prosperity, Pearl of Savoy, La Paloma, Prince Hassan, Red Mill, Red Birds, Regal, El Sonata, Sparrow, La Solana, S. O. T., Silver Shield, Scrub, Temple of Labor, Turkish Sweets, Triplettes, Times Square, Turkish Leaves, Tell Tale, Villanova, La Verdia, Veni, Wayne No. 1., X-10-U-8, Yukon Special, Yonkerettes, Gran Della, Havana Leaf, Cuban Leaf, Havana Leader, El Nativo, La Nativia, Serro, Ben Hurr, Havana Bales and San Luis.

Berriman Bros. report trade very good throughout the East. So far the company have succeeded in keeping very close to the good records made by them during the winter months of 1907. They expect a heavy demand for goods during the spring and summer, and preparations have been made to meet any emergency that might arise, owing to the return of general business prosperity.

Leopold Powell & Co. are much pleased with the many complimentary letters received from their customers referring to the quality of their goods. This firm are exceptionally fortunate in having a large stock of old tobacco on hand—enough, in fact, to tide them over until the new crop is ready to work. The accounts of several prominent houses have been taken on since the first of the year without solicitation. This speaks for itself.

Garcia & Vega report large orders from the West and Middle West the past week. Although trade is dull in some portions of the country, it is exceptionally good in others. Col. Alvaro Garcia is reported at Tampa this week, after a pleasant and profitable trip to Havana. Fred R. Charles, representing the company in the West, is spending the week-end at St. Paul and Minneapolis. F. H. Abraham is still at New York, but expects to start on a trip throughout his territory in a few days. Excellent work is being done in Ohio by Charles B. Wittrock.

CLEVELAND SKEPTICAL

CLEVELAND, O., Feb. 24.—The report in last week's issue of the TOBACCO LEAF relative to the number of stores that the "United" propose opening here has created a great deal of interest among the real estate men. In conservative trade circles, however, the number is believed to have been slightly exaggerated.

DOMESTIC RECEIPTS.

The following consignments were received at the port of New York for the week ending February 25:

From Charleston, S. C.—Order, various marks, 104 bales scraps.
From Jacksonville, Fla.—Order, various marks, 70 cs cigars, 239 bales leaf.
From Savannah, Ga.—Order, various marks, 65 cs cigars, 186 bales leaf.
By the Baltimore & Ohio Railroad—A. Hussey Leaf Tobacco Co., 22 cs leaf; Order, various marks, 31 cs do, 9 trcs do, 10 hds do; B. Steengrafe, 8 half-trcs do.
By the Old Dominion Steamship Line—Local consignees, 60 hds leaf, 864 pgs do, 4 trcs do, 364 sacks scraps; for export, 555 hds leaf, 1,299 pgs do, 171 trcs do, 40 quarter-hds do, 20 half-hds do; for transshipment, 90 hds leaf, 2,153 pgs do, 3 hds scrap, 3 bales do.
By the Pennsylvania Railroad—For export, 34 trcs leaf, 13 hds do.

SHIPMENTS FROM KEY WEST.

Per steamer Concho, which arrived here February 26, and for the week ending February 22, comprise the following:

New York—	Cigars.	Cases.
Park & Tilford	45
Geo. W. Nichols & Co.	20
G. W. Faber	11
Martinez Havana Co.	10
Acker, Merrill & Condit Co.	9
Waldorf-Astoria Segar Co.	9
H. E. Walter & Co.	7
P. Pohalski & Co.	6
Ruy Lopez Ca.	5
Metropolitan Tobacco Co.	5
G. S. Mahn	4
National Cigar Stands Co.	3
Gwynn, Martin & Strauss	2
W. E. Parsons & Co.	1
Simon-Reigel Cigar Co.	1
H. G. Lyons	1
Olavana Cigar Co.	1
United Cigar Stores Co.	1
N. H. Stein	1
Albany, N. Y.—	1
J. W. Stevens	1
Boise, Idaho—	1
A. J. Pierce	1
Parker Bros.	1
Baltimore, Md.—	1
F. A. Davis & Sons	5
Buffalo, N. Y.—	1
A. T. Kirkland	1
Noah-Foster Co.	1
Chicago, Ill.—	1
J. J. Dolan	4
United Cigar Stores Co.	2
Cincinnati, O.—	2
J. C. Davis	2
Denver, Col.—	4
Metropolitan Cigar Co.	4
Detroit, Mich.—	3
John T. Woodhouse & Co.	3
Lee, Cady & Smart	3
C. H. Robinson & Co.	1
Detroit Drug Co.	1
Charles Grauss	1
Griswold House	1
E. C. Draper	1
J. E. Smallage	1
Indianapolis, Ind.—	3
L. G. Deschler	3
H. Crane & Son	3
Los Angeles, Cal.—	2
A. B. Greenwald Cigar Co.	2
Minneapolis, Minn.—	1
Watt Cigar Co.	1
Montgomery, Ala.—	2
Bedenheimer Cigar Co.	2
James E. Hickey Hotel Co.	1
W. A. May	1
Schloss & Kahn	1
Nashville, Tenn.—	1
Moore & Jones	1
New Orleans, La.—	3
Valloft & Drex Co.	3
F. Hollender & Co.	1
Philadelphia, Pa.—	6
G. S. Mahn	3
Duncan & Moorhead	3
M. Goldberg	2
Portland, Or.—	1
Wadhams & Kerr Co.	1
Pittsburg, Pa.—	2
R. & W. Jenkinson Co.	2
Savannah, Ga.—	19
Cortez Cigar Co.	1
Columbia Drug Co.	1
San Francisco, Cal.—	10
S. Bachman Co.	5
Henry Harris & Co.	2
St. Louis, Mo.—	2
T. Wright & Co.	2
Stockton, Cal.—	2
Hedges & Bock Co.	1
A. Samuel	1
Syracuse, N. Y.—	2
W. A. Davis	1
Wichita, Kan.—	1
Pfister Cigar Co.	1
Order	1
Various points—	4
Reid Tobacco Co., Milton Pa.	3
Carl Cigar Co., St. Joseph, Mo.	2
Albany Grocery Co., Albany, Ga.	2
Tonn Tobacco Co., Jersey City, N. J.	2
Bemish & Meyer, Selma, Ala.	1
C. H. Krippe, Sea Breeze, Fla.	1
H. M. Wear, Bartow, Fla.	1
J. R. Brown, Birmingham, Ala.	1
E. M. Higgins, Rochester, N. Y.	1
New Jersey Tobacco Co., Newark, N. J.	1
E. E. Hall, New Haven, Conn.	1
M. H. Barnett, Springfield, Mass.	1
P. S. Ozier, Akron, O.	1
Aaron Ward & Sons, Newark, N. J.	1
A. Cohn, Santa Cruz, Cal.	1

Jul Frumkin, Salt Lake City, Utah	.....	1
C. N. Rhode, Galveston, Tex.	.....	1
McCord-Collins Co., Ft. Worth, Tex.	.....	1
Max Flaxman, Houston, Tex.	.....	1
C. Robbins, Springfield, O.	.....	1
J. C. Hobart, Jackson, Miss.	.....	1
C. W. Hess & Son, Colfax, Wash.	.....	1
Ricksecker Cigar Co., Muskogee, Okla.	.....	1
A. J. Pierce & Co., Pocatello, Idaho	.....	1
F. B. Guito, Cuthbert, Ga.	.....	1
D. L. Anderson, Bainesville, Ga.	.....	1
A. A. Torres, Miami, Fla.	.....	1
Heil & Campbell, Homestead, Fla.	.....	1

Previously reported	.....	289
Total since Jan. 1	.....	1,778
Same time last year	.....	2,671
Decrease this year	.....	893

MISCELLANEOUS.

New York—P. Pohalski & Co., 17 bales leaf; Percival Levy, 2 trunks sample tobacco; E. H. Gato Cigar Co., 15 bales scraps; Rothschild & Bro., 6 bales scraps; Joseph Berran & Co., 10 bales do.
Miami, Fla.—Ximenes Cigar Factory, 1 bale leaf.
Punta Gorda, Fla.—Punta Gorda Cigar Manufacturing Co., 1 bale leaf.
Richmond, Va.—Whittock branch American Cigar Co., 7 bales tobacco.
Tampa, Fla.—Havana Leaf Tobacco Co., 3 bales leaf.
Ybor City, Fla.—Havana-American Co., 4 bales leaf.

IMPORTS.

The arrivals at the port of New York for the past week included the following consignments:

Genoa—Order, 16 cs tobacco.
Leghorn—Hamilton Pipe Works, 175 bales briarwood.
Vera Cruz—Selgas, Suarez & Co., 13 bales tobacco; order, 24 bales do.

HAVANA.

Per steamers Merida and Havana, which arrived here February 21 and 25, respectively, comprise the following:

New York—	Cigars.	Cases.
United Cigar Stores Co.	38
Acker, Merrill & Condit Co.	33
Waldorf-Astoria Segar Co.	17
Park & Tilford	11
B. Wasserman Co.	6
G. W. Faber	6
Calixto Lopez & Co.	3
Garcia, Pando & Co.	1
J. Detmold	1
Baltimore, Md.—	2
Lilly, Dungan & Co.	2
Boston, Mass.—	7
Estabrook & Eaton	7
Order	1
Chicago, Ill.—	7
J. & B. Moos, Inc.	7
Philadelphia, Pa.—	9
Duncan & Moorhead	2
T. H. Hart & Co.	2
San Francisco, Cal.—	5
M. A. Gunst & Co.	5

Previously reported	.....	149
Total since Jan. 1	.....	2,123
Same time last year	.....	2,902
Decrease this year	.....	630

For transshipment—
Montreal, Que.—
E. A. Gurth 11
S. Hyman, Ltd. 2
Toronto, Ont.—
A. Clubb & Co. 1
For Export 227

Previously reported	.....	241
Total since Jan. 1	.....	2,958
Same time last year	.....	3,121
Increase this year	.....	78

New York—	Tobacco.	Bales.
Order	314
Sylvester & Stern	260
E. P. Cordero	208
Sartorius & Co.	166
B. Kapp	139
H. Oppenheimer & Co.	119
E. A. Kraussman	120
S. Ruppini	105
J. Bernheim & Son	68
Carlos Garcia & Co.	54
Mendelsohn, Bornemann & Co.	45
B. Castellano	43
Palmer & Co.	40
A. Cohn & Co.	40
William Bader	36
R. H. Mills & Co.	35
Leonard Friedman & Co.	35
R. M. Blake & Co.	32
A. Biederman	30
G. J. Helmerichs	30
Greenhall Bros.	28
A. Fliser	24
E. Rosenwald & Bro.	20
Carl Vogt's Sons	18
M. J. Cassidy & Co.	5
C. D. Stone & Co.	5
F. Schulz's Son	5
M. Schwartz	5
H. Blum	3
Baltimore, Md.—	23
M. Kemper & Sons	23
Boston, Mass.—	794
Egerton & Joel	10
Breslin & Campbell	10
Chicago, Ill.—	91
Fromherz-Berlzheimer Co.	91
Cincinnati, O.—	77
Haas Bros.	77
J. Adler & Co.	20
Fritz Bros. Co.	15
Minneapolis, Minn.—	43
G. Pfau & Sons	43
Milwaukee, Wis.—	5
Hochstein Leaf Tobacco Co.	5
Philadelphia, Pa.—	88
E. A. Calves & Co.	88

3,188

Previously reported	.....	15,020
Total since Jan. 1	.....	18,208
Same time last year	.....	19,433
Decrease this year	.....	1,225
For transshipment—	.....	20
Montreal, Que.—	.....	6
Grand Hnos & Co.	.....	6
John McNece & Sons	.....	5
Ed. Youngheart & Co.	.....	5
London, Ont.—	.....	15
Order	.....	27
Toronto, Ont.—	.....	885
Vega, Gaste & Co.	.....	958
For Export	.....	4,340
Previously reported	.....	5,298
Total since Jan. 1	.....	3,504
Same time last year	.....	1,794
Increase this year	.....	1,794

MISCELLANEOUS.

New York—Mendelsohn, Bornemann & Co., 24 bbls tobacco; Friend & Co., 10 bbls do; United Cigar Stores Co., 1 cs cut tobacco; B. Wasserman Co., 1 cs do; Acker, Merrill & Condit Co., 1 cs do; William Bader, 5 bbls tobacco; Hinsdale Smith & Co., 10 bbls do; H. Oppenheimer & Co., 5 bbls do; E. Regensburg & Sons, 25 bbls do; Simon Batt & Co., 65 pgs tobacco; S. L. Goldberg & Co., 3 pgs do.
Chicago, Ill.—Wengler & Mendel, 15 packs tobacco; via New Orleans, La.—Manuel Perez & Co., 2 bales tobacco.

RECEIPTS FROM PORTO RICO.

Per steamers Ponce and Caracas, which arrived here February 24 and 25, respectively, comprise the following:

New York—	Cigars.	Cases.
Porto Rico-American Tobacco Co.	99
United Cigar Stores Co.	53
American West Indies Trading Co.	35
Cayey-Caguas Tobacco Co.	28
West Indies Cigar Co.	33
Mendez & Gomez	12
Durlach Bros.	11
Menendez, Bonilla & Co.	7
Sola, Arguelles & Co.	7
M. Rucabado	6
Quinones Cabezudo Co.	4
F. Villar & Co.	3
Order	3
Portland, Me.—	3
C. H. Guppy & Co.	3

Previously reported	.....	304
Total since Jan. 1	.....	1,417
Same time last year	.....	1,721
Decrease this year	.....	5,695

New York—	Tobacco.	Bales.
American Cigar Co.	1,590
Durlach Bros.	58
W. O. Smith & Co.	52
R. Fabien & Co.	50
M. Rucabado	20
Levi, Blumenstiel & Co.	7

Previously reported	.....	1,777
Total since Jan. 1	.....	3,441
Same time last year	.....	5,218
Increase this year	.....	3,117

MISCELLANEOUS.

New York—West Indies Cigar Co., 29 bales tobacco cuttings; Porto Rico-American Tobacco Co., 16 cs cigarettes; A. Ahumada, 60 bales scraps; M. J. Levi, 22 bales do, 1 cs cuttings; F. Hirsch, 25 bales scraps; Durlach Bros., 18 bales do; Mendelsohn, Bornemann & Co., 25 bbls leaf tobacco; New York and Porto Rico Trading Co., 3 bbls stripped filler; Amsterdam Supply Co., 6 cs cigarette paper.

SPECIAL NOTICES

Advertisements under this heading 15c per line (5 words to a line), payable strictly in advance. Special rate for time contracts.
Until further notice, want ads. (not exceeding 20 words, including address) for inside positions in factories, stores, etc., in connection with the trade will be inserted free in two consecutive issues of the TOBACCO LEAF. Wording for said ads. should reach us not later than Tuesday.

BUSINESS OPPORTUNITIES

HUMIDOR CO.'S BUSINESS AND STOCK OF GOODS FOR SALE CHEAP.

THIS OLD-ESTABLISHED AND GOING BUSINESS IS IN THE HANDS OF ONE OF THE CREDITORS AND CAN BE MADE EXTREMELY PROFITABLE, WITH VERY SMALL CAPITAL, IF MANAGED ON BUSINESS PRINCIPLES. THIS GOING BUSINESS CAN BE PURCHASED FOR A FEW HUNDRED DOLLARS, TOGETHER WITH A FULL LIST OF CUSTOMERS OF THE PAST FIFTEEN (15) YEARS, AND A STOCK OF GOODS CAN BE BOUGHT AT SIXTY PER CENT. OF THEIR VALUE. CALL AND SEE WHAT WE HAVE TO OFFER OR WRITE US. HUMIDOR CO., 131 WEST TWENTY-FOURTH STREET, NEW YORK CITY. 2244-47

THE OPPORTUNITY OF A LIFETIME—A large Western cigar factory, which has been established for many years and gradually increased its capacity to a sale of four millions of cigars in 1907, is for sale. An elegant opportunity for an Eastern manufacturer to open a Western branch, or an enterprising party or company. Can be secured by merely taking lease, factory equipment, established brands and good-will, if stock is not desired. Address "Snap," Box 20, Tobacco Leaf. 2243-44

A FIRST-CLASS OPPORTUNITY in cigar manufacturing is now open to one or more up-to-date salesmen with some money to form a stock company to take over a going business of high-class nickel and Seed and Havana goods. Fine plant. For further particulars address "Remosan," Box 101, Tobacco Leaf.

PARTNER WANTED with ten thousand dollars to equalize with capital of present owner for an established cigar factory operated by suction tables and team work. Prospects very bright with a good, live man in the office to attend to city trade. Address S. Miller, 379 Golden Gate avenue, San Francisco, Cal. 2241-45

FOR SALE

FOR SALE—Some J. R. Williams and fifty-two Miller, DuBrul & Peters dieless suction tables slightly used, and all in good working condition. Address Liberman Manufacturing Co., 812 Winter street, Philadelphia, Pa. 2243tf

NEW AND SECOND-HAND cigar molds and cigar manufacturers' supplies at Joseph Schwartz & Son, 1508 First avenue, near Seventy-ninth street, New York city (formerly at 113 Maiden lane). 2240-2291

SALESMEN WANTED

WANTED—Salesman for the West, New York city and the New England States; commission basis only. Address "Tuxedo," Box 184, Tobacco Leaf. 2241-44

WANTED—Experienced sales-manager by large Central Western cigar manufacturer. Address "S. M.," Box 36, Tobacco Leaf. 2244-45

SITUATIONS WANTED

CIGAR BUSINESS—Young man of twenty-one with banking and cigar factory experience desires position as bookkeeper and office man in the cigar business. Salary, \$15. First-class references. Address "W. I. T.," Box 27, Tobacco Leaf. 2244tf

CIGAR SALESMAN with nine years' experience is open for position in New England and New Jersey. Address "Competent," Box 37, Tobacco Leaf.

SITUATION WANTED—As superintendent or foreman. Experienced and practical in every detail. Late with the American Exchange Cigar Co., for eight years. Address Morris Kaiser, 851 East 165th street. 2244-45

AN AMSTERDAM SWORN TOBACCO BROKER, desirous of extending his connections with exporters of Seed, Maryland and Kentucky tobacco, solicits correspondence. First-class references. Address "Bixo," Box 38, Tobacco Leaf.

A SALESMAN, ten years' experience, would like to connect with independent manufacturer of plug or smoking tobacco to take charge and market their product in Washington, Oregon and Idaho, on straight commission or best proposition. I can produce results. Address "C. C.," Box 39, Tobacco Leaf.

TRAVELING SALESMAN, with twenty years' experience, wants position with either a first-class clear Havana or Seed and Havana factory; has established trade in North and Middle West; able to make good. Address "Helio," Box 40, Tobacco Leaf.

A SUPERINTENDENT, who was for a number of years with one of the most successful nickel and Seed and Havana cigar manufacturers, is open for an engagement. Address "Vuelrio," Box 102, Tobacco Leaf.

POSITION WANTED AS SUPERINTENDENT. Thoroughly competent, city and country experience, fifteen years with last concern. Address "Superintendent," Box 41, Tobacco Leaf.

MISCELLANEOUS

CIGAR DEALERS.

WHEN YOU ARE IN THE MARKET for some of the world-famous hand-made long filler, high-grade stogies made in Wheeling (the home of the good, clean smoke) that retail five for ten cents, allowing you a good margin of profit and giving the smoker an exceptionally fine article, write the Fort Henry Stogie Co., Wheeling, W. Va. 2239-51

WANTED—ONE LARGE ADT TOBACCO DRYER, ALSO COOLER. ADDRESS BOX 513, CINCINNATI, O. 2243-45

CAUTION NOTICE.

THE TRADE is hereby cautioned against infringing the cigar brand HAMLET, which is our exclusive property. F. E. FONSECA & CO. 2240-52

WE MAKE A NICE LINE OF CIGARS, long and short filler, Seed Florida and Sumatra wrapper. Quality, workmanship and prices unexcelled. Capacity, 50,000 cigars per day. Write for price-list. The Garman Cigar Co., Denver, Pa. 2237-62

WE ARE ONE OF THE FEW large cigar manufacturers who employ no salesmen. This ought to prove that we can put up a good cigar for little money. Write for samples. Address A. D. Killheffer, Millersville, Pa. 2241-45

WANTED—By reliable broker on the Pacific coast with an established trade, a line of New York and Ninth District Pennsylvania union-made cigars. Address "Coast," Box 35, Tobacco Leaf. 2243-44

DULL MONTH IN PORTLAND

Not Unusually so for February, However
—Financial Situation Improved
and Outlook Favorable

PORTLAND, Or., Feb. 20.—February is always a dull month in the local trade, both in jobbing and retail, and this season has not proved an exception to the rule. But merchants are not taken aback by this, as they expected it, owing to the very heavy holiday trade.

While trade conditions are about the same as they were a year ago at this time, Portland in general feels far better this week than at any other time since last October. Monday, the Merchants National Bank opened its doors after being closed eleven weeks. This is the fourth largest bank in the State, and was closed during the panic on account of a great run made on it. On Wednesday last the accounts of the old Oregon Saving and Trust Bank were taken over by the German-American Bank, and all the depositors in the former institution are to be paid in full within two years; all those whose savings accounts are less than \$25 are being paid off now. Thus, while three local banks were closed last fall, not a depositor loses a dollar, while one of the banks is reopened. The third was taken over by W. M. Ladd, Oregon's richest citizen, who will pay all claims in full.

Clyde Evans on Friday received his first shipment of his new clear Havana line, the Alonso Rejas, made by the Alonso Rejas Cigar Co., Key West. As these goods were nearly sixty days overdue, Mr. Evans had several thousand of them sold before their arrival. He has the Northwestern agency for the goods, and now has men in eastern Oregon, southern Oregon, Idaho, eastern Washington and in this city pushing their sale.

Simon Rothschild, a partner in the firm of Montevierno & Co., New York and Tampa, visited local jobbers last week in the interests of the El Rayo cigar. He arrived here Thursday from Tacoma, and left Saturday for San Francisco.

Charles E. Nebergal, the Court House tobacco dealer, has added a local cigar to his already big line of ten-cent goods. The new one is the Silk Tie, made by Gardner Bros., of this city. As the box bears the union label, scores of Portland's workers will smoke no other.

Mrs. Harry Dillon, wife of the manager of Allen & Lewis' cigar department, has recovered from a serious attack of grip.

Hochfeld Bros. Cigar Co. are preparing to increase their jobbing business very soon. The firm will put several traveling men on the road, and expect to make a big fight for a share of the cigar business of the Pacific Northwest.

R. V. Morrison, manager of the cigar department of Lang & Co., is making a tour throughout the State. He is expected home Friday.

Alfred Falk, of the Falk Tobacco Co., Richmond, is visiting the trade. He will leave in a few days for San Francisco, having visited the Puget Sound cities before arriving here.

Jake Joseph, of New York, representing Bondy & Lederer, is in the city booming up the sales of the Tom Keene cigar.

Marc Brummer is out from New York to get another great big order for the American cigar (E. Regensburg & Sons, New York) from the Rosenfeld-Smith Co. Mr. Brummer came direct from Salt Lake City, and leaves soon for San Francisco.

Ben Mitchell, dean of the J. D. Meyer corps of travelers, is still sick with the grip. He has been ill for three weeks, and his physician has ordered him to go to the Springs as soon as he is able to travel.

J. A. Newell is in southern Oregon in the interests of the cigars sold by Clyde Evans. He left for the South on Saturday.

A. Sipes, of Detroit, is in the city advertising the new Union World smoking tobacco, which is handled locally by Wildman & Co. This tobacco is made by the Globe Tobacco Co., Detroit, and is having a big sale here among union laborers. Mr. Sipes, with an assistant, arrived yesterday from Butte, Mont.

S. J. Freedman arrived home Friday after a month's trip throughout Montana, Utah and Nevada in the interests of La Integridad (Chas. S. Morris & Co., New York). He reports trade only fair. F. A. Strock left this morning on his first trip for J. D. Meyer. Mr. Strock will visit the Lewiston country. D. W. H.

MAHONEY BROS.' LEADING BRAND



Above is shown a representation of a box of Lyal cigars made by Mahoney Bros., cigar manufacturers at 3365 Third avenue, this city. The cigars shown in the engraving are of the Puritano size, four and three-quarter inches in length, and made with Sumatra wrapper and Havana filler. They are packed in twentieths and go to the trade at \$58 per thousand. This cigar has already won a good clientele in the trade, and has given eminent

satisfaction wherever introduced. Skilled Spanish workmen are employed in making these cigars, and in workmanship and material the design is to use only the best. The Lyal brand is becoming well known as a cigar of merit, due to the high-grade materials and the excellent workmanship. The house have a small section of open territory, and will be pleased to hear from dealers who can handle a high-grade proposition.

FROM THE SUNNY SOUTH

New Orleans Business Remains Fairly
Active, and the Trade Is in
Cheerful Spirits

NEW ORLEANS, Feb. 22.—Among the manufacturers of cigars in this city the Progressive Union's proposed exhibition of home products is attracting more than the usual interest, and it is believed that the exhibitions offered at the fair will include a number of handsome displays of cigars and tobacco products. Several well-known manufacturers, among them Gus Aarons, of Elias Aarons & Bro., are already manifesting keen interest in the plan. The exhibition will be held early in the spring and will continue for sixty or ninety days.

Trade conditions in New Orleans, though not so good as at this time last year, are declared by the jobbers to be satisfactory under the prevailing circumstances, and there are few complaints about the situation. Naturally, business has been affected during the last few

months and it is believed the carnival business this year will show a falling off when compared with other years. However, it is anticipated that a good crowd of carnival visitors will be here and the tobacco men will, of course, get their share of the business which this will bring to the city.

The Independent Cigar Stores Co., of which Louis E. Valloft is the president, have just opened an attractive store at Camp and Gravier streets. The place is in a good location and will probably do well.

The Havana-American Co. are putting out a large number of Havana cigarettes that did so well in the North and East. They are done up in attractive packages and are taking well here.

John C. Fletcher, representing Carl Upmann, of New York, was here recently.

Roy Barrett, of the Ruy Lopez Co., passed through New Orleans last week. Mr. Barrett's presence here proved of considerable interest because of the recent announcement in the TOBACCO LEAF that he had been made a member of the Ruy Lopez firm and that he and Mr.

ROCHESTER TRADE NEWS

Patrick Meagher Factory in New Quarters—Two Notable Displays
of Webster Cigars

ROCHESTER, Feb. 24.—Patrick Meagher, a prominent cigar manufacturer of this city, removed from Martin street to his new three-story brick factory on St. Paul street, near Vincent, last week. He has extended invitations to all the leading cigarists in the city to visit his factory this week. "Pat," as he is popularly called, will utilize all three floors as well as the basement of his new factory for the manufacture of cigars and will increase his working force as well as his output. He now has the largest, neatest and most modernly-equipped cigar factory in the city.

The Rochester Grocery Co., through the hustling efforts of R. S. McMahon, manager of the cigar department, are making great strides, both in the cigar and pipe business, and each day brings an increase to the concern's trade. The company last week placed a standing order for a case a week of the Almeria brand of cigars, manufactured by the Deisel-Wemmer Co., of Lima, O., and good results have attended the introduction of the La Turina and El Proviso brands of the American West Indies Trading Co. Mr. McMahon has installed a full line of Wm. Demuth & Co.'s pipes—100 kinds in all styles and sizes. And while yours truly was conversing with Mr. McMahon he was agreeably surprised to see on the cigarist's desk a box of Tansill's Punch cigars, which recalled memories of the years of long ago.

John Crerar, manager of the cigar department in the J. A. Seel store, in Main street East, last week put up a praiseworthy display of Webster cigars, of Y. Pendas & Alvarez, which, by the way, is a prime favorite here. A display of the Webster brand of cigars was also made during the week by Edward Appel, the State street cigarist.

Rochester retailers have, since the advent of the new year, been catering to a trade which, in a majority of instances, is satisfactory. Some of the stores report a slight falling off in trade, but the tendency with the downtown retailers is to keep up appearances and all report that they are doing as well as could be expected. The fact is not disputed, however, that the retrenchment methods adopted by several of the local manufacturers has cut into business to a noticeable extent.

Charles P. Lintz, of J. L. Lintz & Co., manufacturers and retailers at 124 State street, has been spending the past week in New York city, sightseeing and resting up after a period of strenuous hustling. He was accompanied on the trip by Mrs. Lintz. "Joe" Lintz, senior member of the firm, is around again, after a serious attack of rheumatism, which kept him confined to his home for several days.

It is understood that the cigar stand in the Eggleston Hotel is about to change hands. This follows upon the death, a few weeks ago, of Richard J. Parkin, a veteran cigarist, who had been in charge of the stand practically ever since the hotel was opened.

Charles A. Clayton, manager for Reed & Co., a cigar firm of Buffalo, has been in town all week, personally conducting a public auction sale of the firm's surplus stock of the Havana-American Co.'s goods.

David Phillips, of this city, was last week appointed trustee in the bankruptcy case of David Harris, the manufacturer and retailer of cigars at 12 Monroe avenue, who filed a petition with the clerk of the United States District Court in Buffalo. A meeting of creditors has been set down for this week. C. E. W.

Wardlow were in entire control. This information reached here some time before Mr. Barrett and proved of considerable interest.

Elias Aarons & Bro. are manifesting considerable activity on their El Alberts. They have started on a campaign to put them in the East, and this house are the only one in New Orleans that have a cigar on the New York retail market.

Vice-President Goldsmith, of the Monopole Tobacco Works, New York, is here on a visit. Mr. Mason, of the same company, is also here.

Mr. Griffin, of the Reynolds Tobacco Works, Winston-Salem, N. C., is also among the visiting tobacco men who are here. ORLEANIAN.

FROM THE "SHOW ME" COUNTRY

CABOOL, Mo., Dec. 12.

EDITOR TOBACCO LEAF:

We enclose herewith our check for two "bucks" for one year's subscription.

We do not understand how a cigar manufacturer can afford to do without the TOBACCO LEAF. The information we get from this journal in regard to the leaf market and the cigar world in general is invaluable.

Wishing you a continuance of success in 1908, we are,

Yours very truly,

THE GRAVES CIGAR CO.

OPENING IS DELAYED

Schulte Will Watch Traffic Before Locating Stands in the Tube Stations

David A. Schulte has decided to postpone the opening of his cigar stands in the McAdoo tunnel until observations can be made and the trend of traffic determined. The public inauguration of the system was held Tuesday. Mr. Schulte's representatives will be placed at the stations at Fourteenth, Nineteenth and Christopher streets and at the terminal at Hoboken to note the course taken by passengers entering and leaving the stations, and the cigar stands will ultimately be placed at the most advantageous points. This change of policy will necessitate some delay; however, it is expected that the cigar stands will be ready for business within two weeks.

The changes in the *World* building are nearing completion, and the new Schulte store at that point will be ready for occupancy at the completion of the building contractor's work. The cigar stand, Mr. Schulte states, will be one of the finest in the city. The furniture and fittings will be of especially selected hardwood, and plate-glass will be used extensively. It will be essentially a quality store, both in the appointment and in the class of cigars, cigarettes and tobacco offered for sale.

ROBBED FIFTY TIMES

Samuel Kaskel, a cigar dealer and manufacturer at 247 Bowery, celebrated the fiftieth robbery of his establishment since he has been on the Bowery, some forty-two years. In every instance the police have failed to solve the mystery surrounding the looting of Mr. Kaskel's store.

Mr. Bauer, a tailor at Stanton street and the Bowery, adjoining the tobacconist's shop, went to his store Saturday, February 22. He says he heard a great racket in the tobacco store, and when he looked out saw a wagon standing in front of the place. He looked for a policeman and none was in sight, and after a time telephoned headquarters.

After a long time, police from the Eldridge street station and several Central Office men strolled around. By that time the wagon had left, going up the Bowery and then through Bleecker street, just about 100 feet from police headquarters. So far as the police know the wagon is still going.

When Mr. Kaskel went to the store he found 2,200 unstamped cigars, 2,000 boxes of cigarettes and a lot of leaf tobacco and other things gone.

WHELAN GOES WEST

President George Whelan, of the United Cigar Stores Co., left New York Monday for the Pacific coast. Mr. Whelan expects to spend several days in San Francisco and in other cities in the West and Middle West where the stores of the company are located. Edward Wise, treasurer of the "United," is at the present time in San Francisco.

SOLD CIGARS TO GIRL

Thomas Barnes, a salesman in a cigar store at 644 Third avenue, was held in \$100 bail Monday, charged with selling two cigars to Dorothy Thomas, fourteen years old, of 352 East Forty-second street.

AMCEHAT SOCIETY

The Amcehat Society, which is composed of the officers and employees of the Acker, Merrill & Condit Co., will give an entertainment and reception at the Grand Central Palace tonight. This is the fourth annual meeting of the society, and the affair promises to be the most successful of its kind since the organization was instituted.

All photos submitted for reproduction must be mounted and flat.



The New Elisardo Delivery Wagon Used by Henry Horner & Co., Chicago, Ill.

AROUND THE TOWN WITH THE DEALERS

Situation in the Retail Trade Improves—Red Dwarf Ink Pencils Are Featured at the Frisch Store—Surbrug Inaugurates a Spectacular Trade-Winning Pipe Sale

Retail trade continues to improve. Very satisfactory trade has been reported by a number of dealers operating in the busiest portions of the city. The hotels also report substantial gains over January and the first two weeks of February.

That the cigarette trade is booming may be inferred from the large number of new concerns that have been organized the past six months to engage in the manufacture of Turkish and Egyptian brands. The dealer's shelves show a number of new brands, and many of them are high class in every respect.

F. L. Rowland, who for many years has represented Park & Tilford in Eastern territory, has severed his connection with that firm to go into business on his own account. Mr. Rowland is interested in the Parmis Cigarette Co. and other enterprises exploiting tobacco products.

In the retail notes of last week mention was made of an auction sale of cigars at the old "Las Palmas" store on Broadway. To correct any false impression that might possibly be conveyed by a careless reading of the paragraph, there should be added the fact that none of the brands of the Las Palmas cigar factory are offered for sale by the present promoters of the cigar business being conducted at the former "Las Palmas" store.

A GERMAN VERSION

The story of "Little Tim" Sullivan's attempt to regulate the cigarette traffic among women has traveled with the speed attributed to untruth. A recent issue of a German trade publication devoted to the cigar and tobacco industry states that the emancipated women of America have developed the cigarette habit to such an extent that they smoke openly on the streets of New York, and that the Alderman representing the street called the Bowery has found it necessary to pass an ordinance to prevent the undignified practice, which proves that the story loses nothing in the telling. The German contemporary is grateful that the women of

At the cigar store of the Surbrug Co. on Broadway a popular priced pipe sale was inaugurated the past week. A large quantity of London briars, genuine imported pipes, are offered at twenty-five cents each, and an elaborate display of the line is made in one of the store windows. The other window is given over to a display of high-grade pipes and smokers' articles, among them being a collection of the famous BBB pipes. A novel poster is employed to call attention to the BBB's. A large placard was covered with the characteristic pipe labels, giving it a plaid effect, and the announcement of the goods offered for sale and price was drawn boldly with black ink across the surface.

I. N. Maaskoff, the Nassau street dealer, is showing an attractive window display of Charles the Great cigars the past week. A large number of sizes are shown, and attractive window tickets are used to give prices and draw attention to the quality of the goods.

At the Frisch cigar store on Park row a large poster calls attention to the fact that a Red Dwarf ink pencil will be given away free with a box of twenty-five cigars listed at \$2.50. The Red Dwarf has become very popular among the newspaper men who frequent that portion of the city, and Frisch is supplying them with a large quantity of the pencils.

Berlin continue to leave the smoking of tobacco in public to the male element of society, a sentiment that elicits a hearty "amen!" even from the unregenerated Bowery.

OVERSHOT THE MARK

One of the energetic downtown cigar merchants was using his best endeavor last week to sell a box of imported Perfectos to a customer. "These," he said in his most gracious manner, "are of the famous 1902 crop."

The customer scratched his head. "Don't care for them," replied the customer, after he had finished his reflections. "I never heard of that brand."

ELISARDOS IN CHICAGO

The above illustration is from a photograph taken at the headquarters of Henry Horner & Co., Chicago, at the time M. L. Horner and his staff were inspecting the new Elisardo delivery wagon. Those in the picture, reading from left to right, are: Edwin Sachs, of Balbin Bros.; M. L. Horner; Gus Reddick, the new department manager, and his two assistants, Harry Wiener and Arthur Berch.

HERZ BROS. OF WACO

An exchange in Waco, Tex., says: The name of Herz Bros. has been linked with Waco's growth for many years. They are Messrs. Alf and Sid Herz, and are men of sterling business qualities, who have built up a tremendous patronage for their store. They are State distributors for the El Sidelo, Herzonian, Tom Moore, Henry George, Little Tom, Famabella, and Duplicator, and carry an immense stock of other leading brands. They also handle a large line of smokers' articles, such as meerschaum and briar pipes, cigar holders, cigar cases and boxes, and all the late novelties. Herz Bros. not only do the largest retail business in the State in their different departments, but their wholesale business is something enormous, as they cover the entire State of Texas, part of New Mexico, Arkansas as well as Louisiana. They have six cigar salesmen continually on the road who have built up a patronage second to none. They are greatly assisted in their efforts by the reason of the fact that the name Herz Bros. is a synonym for honest dealing, prompt shipment, high quality and reasonable prices. Alf Herz, the senior member, is one of Waco's leading business men, while Sid Herz has made himself famous as a firm believer in our city's future and travels about in his private car, Herzonian, always doing good for Waco and talking up our advantages as a city in which to live; and when the Brazos River is made navigable he expects to launch one of the largest steamers that will ply up and down the "Mississippi of Texas," doing further good for Waco.

SHYER'S NEW STORE

The Shyer Cigar Co. have opened a new store on Broad street, Rome, Ga., under the management of E. E. Shyer, who has also the management of the stand in the Cherokee Hotel. The business of the company both at Rome and at Nashville, Tenn., has been growing rapidly during the past year and their new enterprise is the natural result of trade conditions.

The Store Management

IV.

Prior to the advent of the "chain of stores" system, the windows of most cigar dealers were a sadly neglected feature. The newcomers, by judicious use of this important advertising detail, soon woke the careless ones to the value of the show-windows. However, there is now a tendency on the part of many retailers to relapse into old slipshod ways. They imagine that windows aping the style of their most formidable opponents (even to the red band signs at the top) are the perfection of the art of window dressing and never attempt to study out original arrangements.

A few suggestions might be of aid in showing those who are neglecting their chances—ways in which they could improve their windows.

First: Be sure to keep the glass clean, as it is surprising how many otherwise well-kept windows are spoiled by smeary and cloudy fronts.

The base and exposed sides of windows, if of wood, should be kept clean and repainted occasionally, or if cloth coverings are used these should be well brushed out and renewed when faded. It is more advisable to use clean paper as covering than rich cloth that is soiled. Any metal furnishings about the window should be polished regularly.

It is of the greatest importance that windows and goods displayed be kept clean. Supposedly air-tight windows manage to admit dust and even dust-proof windows show the effect of sunshine on goods. Cigars are particularly affected. Still, it is surprising how many storekeepers allow their windows to look neglected. Imagine the impression it must make on prospective customers when what should be the most attractive feature about a store looks untidy.

If empty cigar boxes are used for decoration, display them so that scratched portions of the stamps are not on view and see that labels and edgings are not ragged. Empty boxes, that every one can at a glance recognize as such, could, with a little care, be placed so as to resemble full boxes. Don't use the same boxes too often, as they become soiled and faded. Either renew or relabel the supply.

Sign and price cards when not in use should be wrapped neatly so that they are preserved in good order. A good plan is to reserve a place for keeping signs. It pays to take care of them.

Signs should not be made too fancy. A good readable letter is always preferable. If possible place a small price ticket on every article shown. Many people are bashful about inquiring prices and others are never interested in goods unless they can form some idea of value.

Change your window at least twice a month. Every week would be better. Don't try to show specimens of all the wares you sell in one display. Overcrowding windows causes confusion. A limited variety shown brings better results, and leaves one with something different to exhibit next time. Dealers should make a practice of dressing their windows at such hours as are least important, and their goods to be shown should be previously prepared so as to cause as little delay as possible.

Lighting in windows should be studied so as to see that one gets best effects. Every effort should be made to have lights correctly placed. A poorly lighted window is a sign of lack of progress, and means continual loss of trade. Proper illumination does not always mean more expense in maintenance, as for instance

ten lights well placed are often productive of better results than double that number if practically arranged. O. J.

A COMPETITION WINDOW

The illustration of the window entered in the TOBACCO LEAF's Window Display Competition was built up and photographed by J. Ben Wulfkuehler, of T. Wright & Co.'s staff, St. Louis, Mo. The display is made of dummy boxes and advertising matter furnished by the United Cigar Manufacturers Co. Mr. Wulfkuehler's work, both as a window trimmer and an amateur photographer, is very creditable.

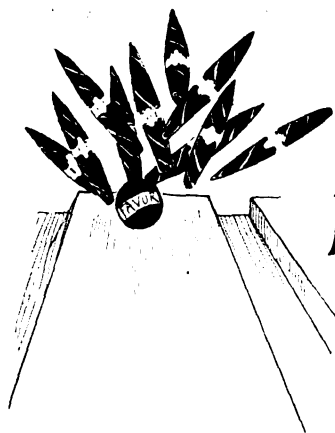
Photographs of unique window displays and store interiors are always welcomed by the TOBACCO LEAF, and no charge whatsoever is made for their reproduction in its columns. If desired, such photographs will be returned after use.

Competition Entry of J. Ben Wulfkuehler, St. Louis, Mo.



We Have Made a Strike on CIGARS

Where others could only score a spare.



Snappy Catch Phrases

Holiday Smokes at Every-Day Prices.

As Cigar Specialists We Recommend —.

The Product of Nature's Laboratory, — Tobacco.

There Is a Ton of Solid Comfort in a Pound of — Mixture.

There Is No Other Cigar Just Like the —. It Possesses Individuality.

During the March Winds and April Rains Smoke — Mixture. It Is Weather-Proof.

"WE HAVE MADE A STRIKE"

The suggestion for a window ticket, "We have Made a Strike Where Others Could Only Score a Spare," may be reproduced to advantage on a plain white card with black ink, or on a gray card with black and white for both the figures and the lettering. The difficulties of suggesting the tenpins and the bowling alley may be easily overcome by using a little care in the drawing.

RETAIL CHANGES.

Livermore, Cal.—George Coughlan has sold out his cigar factory to Volney Demorest.

Monterey, Cal.—J. C. Horn has sold out the Monterey cigar factory to J. L. Houx.

Hermiston, Or.—Talley & Smith have succeeded to the tobacco business of F. E. Van Dusen.

Placerville, Cal.—J. A. Ober has succeeded Fleck & Ober in the cigar manufacturing business.



Entry for the Cigar Store Photographic Contest; Store of M. Mailhouser, New Haven, Conn.

DENVER TRADE CONDITIONS

Business Only Fair—New Store at Fifteenth and Champa Streets—

A. Santaella's Visit

DENVER, Col., Feb. 21.—Business with jobbers and retailers has been fairly satisfactory so far this month. It doesn't appear to be quite so good with the manufacturers, and consequently a number of cigarmakers are idle. Collections are reported a trifle slow. With general conditions steadily improving, it is fair to assume that we shall soon see a decided change for the better in all branches of the trade.

The enforcing of the Sunday closing law in this city and in other towns in the State, and the fact that local option is to be an issue in the spring election, is having a depressing influence on the saloon business. Dealers catering to that trade find it rather dull. The saloonkeepers who are financially responsible don't want to buy except for their immediate needs.

A large number of business men of the State were the guests of Denver's manufacturers and jobbers for three days this week. The visitors were royally entertained. An inspection tour of the factories proved interesting and pleasant and gave the wholesalers an opportunity of becoming better acquainted with their trade.

R. G. Rippeteau has opened a cigar stand in front of the Theatorium on Sixteenth street.

Fred W. Adelson has accepted a position with Abel's cigar store, and will be succeeded in the Majestic by Fred Pierce.

Jacob Baer, who has recently been added to the Lawrence Cigar Co.'s force, will, during the absence of Mr. Zipser, look after the latter's trade beside his own.

The cigar store in the Opera House bar has been newly fitted throughout, and is now one of the finest equipped in the city.

To the average man it may seem that Denver has a sufficient number of well-appointed cigar stores, but another fine one is to be opened at the corner of Fifteenth and Champa streets. The Sunnyside Liquor Co. will be remodeled, and the corner has been rented for a cigar emporium. The store will not be ready for occupancy until May 1. It should prove a good location.

John Schechter, a Denver salesman, has accepted a position with Filogamo & Alvarez, and will cover the territory from here to the Coast.

Chas. Arnauer, who recently left Denver, has returned, and is again with the Rothenberg & Schloss Cigar Co.

N. Levitt, a popular local cigar manufacturer, returned recently from Cuba, where he went to purchase Havana tobacco for his factory's needs. He succeeded in procuring some very fine Vueltas. Mr. Levitt is largely manufacturing for private trade, counting among his customers Denver's connoisseurs of the weed.

Another local cigar factory who pride themselves on the quality of goods they are producing is the Livingston Cigar Co. Their Principe de Lees is a high-grade domestic cigar, and is winning favor in the local market.

A. Santaella, of Optimo fame, was a local visitor this week. Together with J. W. Prosser, his Western representative, he left here for Salt Lake City,

en route to the Coast. The C. S. Morey Mercantile Co. are the distributors of Optimos.

Ike Ochs (Arguelles, Lopez & Bro.) was another well known ambassador of trade with us this week. With Wm.

A. Lineaweaver, the energetic salesman of the Sexton Cigar Co., the distributors of the Tadema brand, he called on the trade, and gathered in a nice bunch of orders. Other prominent traveling men with us were M. J. Bulkley (Waldorf-Astoria Segar Co.), Harry Pike (Morris D. Neumann & Co.), S. J. Friedman (Chas. S. Morris & Co.), E. J. Stoltz (Sanchez y Hermanos), H. Morgenthau (Duriach Bros.), Leo Weiss (American West Indies Trading Co.), C. W. McCormick (Manuel Lopez & Co.), Marc A. Brummer (E. Regensburg & Sons), Leo Wolf (Hilson Co.), and Ferd. Opp (Weinheimer & Opp).

Ramon Solis, president of the Solis Cigar Co., has gone to Cuba. He will combine business with pleasure.

Philip Mosser's cigar factory at Grand Junction, Col., burned down this week. Loss, \$2,000. Insurance, \$800.

SHORT FILLER.

RETAIL CHANGES.

Sacramento, Cal.—Adam Haubold has sold out his stock of cigars, etc., to M. Fogarty.

Spirit Lake, Idaho.—Handy & Peters have engaged in the cigar and confectionery business.

Nez Perce, Idaho.—W. E. Cobb has sold out his cigar business to Frank Billups.

Klamath Falls, Or.—The cigar store of K. Taylor has been destroyed by fire.

Milwaukee, Or.—The death is reported of C. K. Ballard, a cigar retailer of this point.

San Luis Obispo, Cal.—A. J. Hendricks has sustained a fire loss in his cigar store.

Santa Barbara, Cal.—J. T. McClintock has purchased the retail cigar business of C. W. Brown.

Spokane, Wash.—A. W. Hendricks has sold out his cigar and confectionery business. Sheets & Moore have disposed of their stock of cigars, etc.

Oakes, N. Dak.—I. S. Bunker will open a cigar store at this point.

Pine Bluff, Ark.—The F. M. Altschul Co. have been incorporated, with a capital of \$10,000, to succeed F. M. Altschul in the cigar manufacturing business.

THE "TOBACCO LEAF'S"

Window Display Competition

Season of 1907-8

The silver cup contest last year was a huge success and demonstrated the fact that the contestants in the TOBACCO LEAF'S Window Display Competitions valued a suitable trophy as a reward of merit higher than the cash equivalent. The silver cups can be used for no other purpose than ornamental souvenirs of the contest. This year we have decided to offer as presents to the winners in the competition articles both ornamental and useful, consisting of

12 Presents of a Total Value of More Than \$200

For the best window display (under prescribed conditions) the publisher of the TOBACCO LEAF will give a large mahogany, porcelain lined, cigar box or humidor, designed to hold 500 cigars and valued at \$75.

For the second best entry, a medium-sized mahogany box for 300 cigars, valued at \$50, will be awarded.

For the third best entry, a smaller box of golden oak to hold 100 cigars, and valued at \$25, will be awarded.

For the next three entries, in their order of merit, fixed by the Jury of Award, three boxes, each to hold fifty cigars and each having a value of \$10, will be given.

For the next six entries, to be selected by the Jury of Award, six boxes, each holding fifty cigars and having a value of \$5, will be given.

These cigar boxes or humidors are selected from the stock of Bubeck & Guerin, and they represent the best values that may be obtained in the New York market for this line of goods.

Conditions:

This competition is open to all members of the trade, in any part of the world, and such competitors may make and send in photographs of any number of window displays, during the life of the competition.

This competition will close on March 31, 1908, and no photographs can be accepted as entries after that date.

Photographs should be of size and quality suitable for good reproduction in the TOBACCO LEAF and sent in promptly. It is intended to publish a number of the most meritorious, without waiting for the final decision of the Jury of Award. A brief description of color scheme, special features, etc., together with name and address of contestants, should accompany each photograph.

The Jury of Award will consist of a prominent member of the trade (to be selected), a window display expert, and the editor of the Retail Department of the TOBACCO LEAF.

All photographs intended for this competition must be addressed to the WINDOW DISPLAY COMPETITION, TOBACCO LEAF, 82-92 Beaver Street, New York.

Cigar Store Photographic Contest

FOR the best photograph of a cigar store interior submitted during the present month, the TOBACCO LEAF will give FIVE DOLLARS. All suitable entries in this contest, together with the names of winners and others entering the competition, will be published in subsequent issues of this paper.

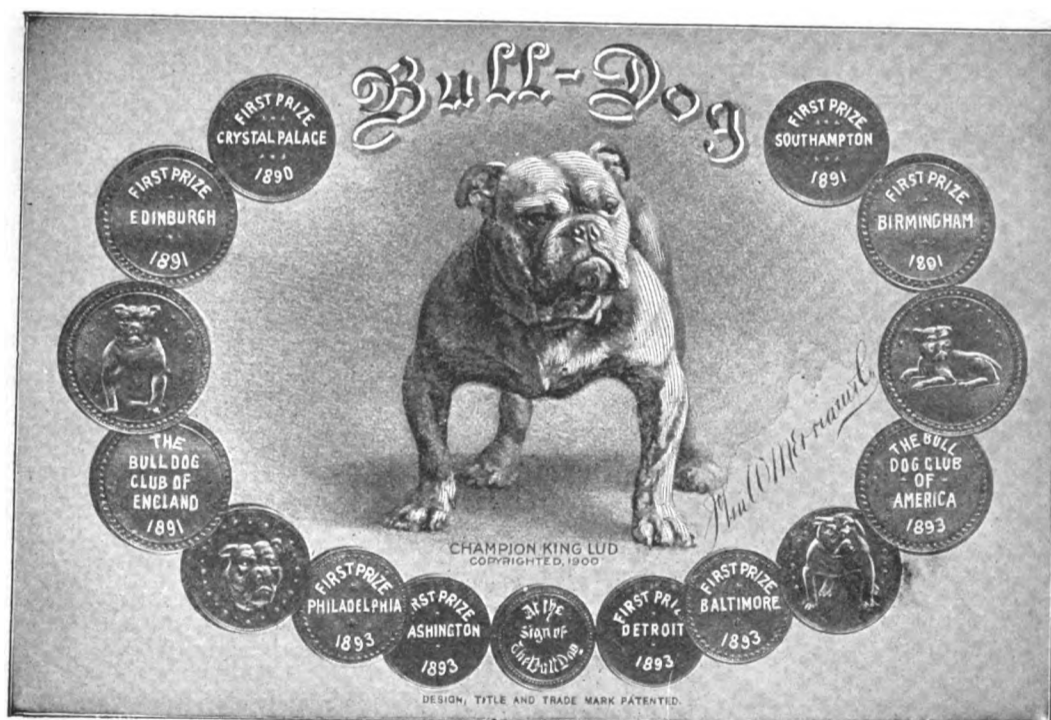
It's a good thing to be sure ;
but don't be too sure,
unless you're mighty
sure.



SQUARE GUY



A man's future is more clearly indicated
by his past than by his palm.



JOHN W. MERRIAM & CO.

THE ROYCROFT SEGAR SHOP

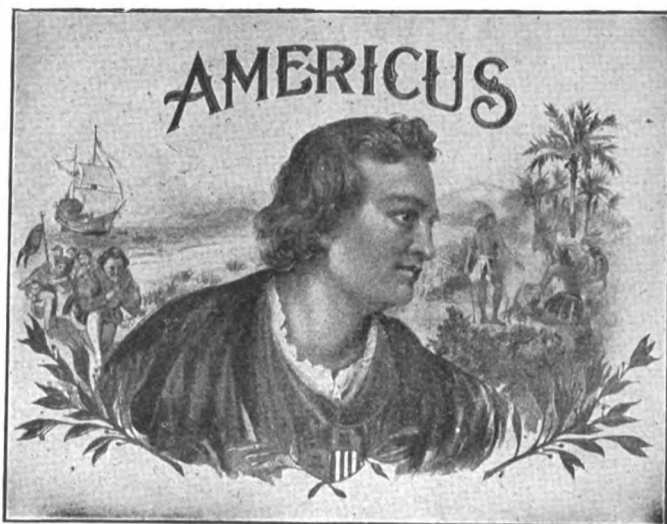
"At the Sign of the Bull Dog"

Which is in Maiden Lane

NEW YORK

M. FERNANDEZ CO.

**CLEAR
HABANA
CIGARS**



**HANDLED BY
THE BEST
TRADE IN THE
COUNTRY**

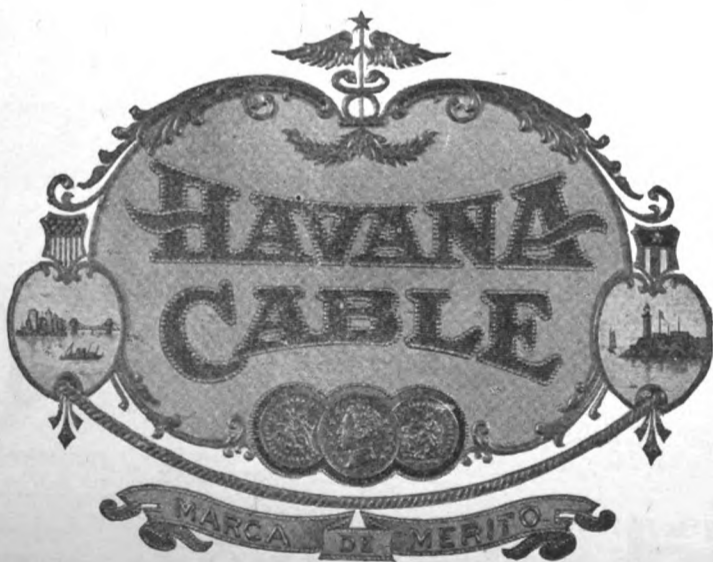
To the Trade in Twenty Sizes

Post Office Box 161, TAMPA, FLA.

Factory 44.

A Five-Cent Cigar

With a Reputation



Jobbing accounts solicited for open territory

REUBEN MILLS

Maker

646 East 43d Street, Chicago, Ill.

CINCINNATI IS CHEERFUL

**Prospects for the Trade Are Extremely
Good — Bozman Secures Traction
Building Cigar Store**

CINCINNATI, Feb. 24.—There is a general feeling in local trade circles that business will be better with the beginning of next month. For the past few days it has been quiet, and on Saturday most of the wholesale houses closed up, though the retailers could not afford to observe Washington's Birthday in this manner. The bowling tournament which has been in progress here for the past two weeks closes today. It has been very successful and has helped trade considerably.

W. W. Bozman has closed a lease for the store in the Traction building at Fifth and Walnut streets immediately north of the main entrance to the building, facing Walnut street. It is a room of seventeen feet front with a depth of about fifty. In the deal Mr. Bozman has assumed the remaining twenty-two months of the present lease and has secured a five-year lease in addition on his own account. He holds a ten-year lease on his store on Vine, near Sixth, which he expects to dispose of. In that event he will use the fixtures of that store in his new place. They are practically new, having been used only a few months, and will fit nicely into the new store. The figures involved in the deal have not been made public. The location is a choice one, and Mr. Bozman will begin this month to make the necessary alterations, expecting to open up shortly after April 1.

The suit of the Apollo Cigar Co. against the Savoy Hotel asking that they be enjoined from operating the cigar stand in their foyer, came up to the higher court this week and was decided in favor of the hotel people. The Apollo people have their store in the hotel building and assert that their lease gives them the cigar privileges of the building, except for a small stand in the lobby. Their suit for injunction claimed that this agreement had been violated. It is thought that the present decision, which is the second in the case in favor of the hotel

company, will settle the matter.

Ed. Nagel, of Charles N. Krohn & Co., who has been confined to his home for the past two weeks, is on deck again and his many friends have been stopping in to welcome him back.

That some people are discriminating when helping themselves to good cigars was shown last Tuesday night. The colored porter at the store of Dan Wolf was carrying several boxes of cigars to customers on Walnut Hills when he was stopped by two white men, one carrying a gun, who quickly relieved him of the smokes. They tore open the bundle and when they saw that they were Optimos they kept them all and told the porter to hustle along. Discussing it later, Dan Wolf said: "Of course, I don't like to distribute my goods in that way, but I must commend the taste of these high-waymen."

Among the visiting cigar men here this week was H. H. Abrams, making his first trip in the interest of the El Arte Cigar Co. Ed. Wodiska (Corral, Wodiska y Ca.) was also here. Other visitors were C. E. Gilman (Martinez Havana Co.), George Newell, an Altoona broker; J. C. Newman (J. C. Newman Cigar Co.), and S. Wertheimer (Wertheimer Bros.). The last named was here in the interest of the Bull Head five-cent clear Havana cigar, which has been taken over here by Charles N. Krohn & Co.

Huggins & Martin have an extremely attractive window display this week, the features being the various cups and medals forming the awards in the bowling tournament which has been in progress here for the past two weeks. THUMAN.

RETAIL CHANGES.

San Lucas, Cal.—The death is reported of Wm. Griswold, a cigar dealer.

North Yakima, Wash.—Goldberg Bros. have succeeded H. K. Goldberg in the cigar business.

San Jose, Cal.—Chas. Fair has sold out his cigar business to C. P. Wilson.

Sacramento, Cal.—C. A. A. Silverstein has sold out his cigar business to Fred Wiles.

Hoquiam, Wash. — Frank Regan has sold out his cigar business to F. J. Lenfesty.

AMERICAN WEST INDIES TRADING CO.



ESTABLISHED BRANDS

A recent investigation of Spring trade prospects among cigar distributors brought out the fact that the established brands of well-known factories stood the best chance with careful buyers.

Our high-grade line of cigars made in Porto Rico are conceded to be the longest and best-known among independent houses. Our factories are all in operation and our stocks of staple sizes enable us to fill all demands promptly and satisfactorily.

NOW IS THE TIME TO ORDER

AMERICAN WEST INDIES TRADING CO.

Factories:

San Juan, Caguas, La Cidra and Gurabo, Porto Rico

Address all Communications to
NEW YORK OFFICE, 147 WATER STREET



To Protect the Consumers against the Host
of Imitators of this Old Time Famous Popular
Brand of Cigars

Every Box of the

GENUINE

PORTUONDO

CIGARS

Carries

this

Trade

Mark

Juan F. Portuondo
CIGARS



Established
1869

MANUFACTURED
ONLY BY

The Juan F. Portuondo Cigar Mfg. Co.

110-116 Sansom St., Philadelphia

Registered in U. S. Patent Office

ON SALE EVERYWHERE



AND ALWAYS WAS

A CHEERFUL ACCOUNT FROM BINGHAMTON

Business Said To Be Booming—The TOBACCO LEAF
Highly Regarded by Trade There—Barnes, Smith & Co.
Expect To Make Another Enlargement to Their Factory

BINGHAMTON, N. Y., Feb. 22.—Local conditions are excellent in all branches of the trade and the dealers in both the wholesale and retail departments unite in anticipating a banner year.

Barnes, Smith & Co. report that the large addition to the plant recently completed has been opened up with a full force, and it is said that another addition will probably be required within the near future according to the present outlook. Regular shipments are being made on the following well-known brands: Don Rosa, Opia, Eclipse, Controller, Commander, Spanish Grandee, Caludius, La Vada, Renza, Corenta, Valia, Maji, Omar, Drugist Straight Five, Walt Whitman, Palma Vista, Trophy, James K. Polk, Toto, Bobs, Jack of Diamonds, Longo, New York Bond, Grand Diploma, Goal, Sir Chester, Royal Rose, Dessert King and others.

T. A. Brown has joined the Barnes, Smith & Co. forces and will cover a portion of the Southern territory.

Slaason & Price report business good and the outlook optimistic in the extreme. The members of this firm are among the progressive tobacco merchants of the southern tier, and are never to be caught off the lookout for snappy new goods.

At the Central cigar store, of Blake, Merselis & Co., the firm members have no complaint to make. The catchy window suggestions contained in the TOBACCO LEAF from time to time are favorites with this firm and are made good use of. The TOBACCO LEAF is strong in Binghamton. In fact no other paper has an opportunity here. The dealers and manufacturers are much interested in the efforts of the TOBACCO LEAF to restore confidence in trade conditions, and the reproduction of an article which appeared in the Binghamton Press recently was hailed on all sides as a novel and enterprising piece of work. Blake, Merselis & Co. were more than pleased with the excellent reproduction of their Court

street store, which appeared in a recent issue, and perhaps there are no stronger friends of the paper than Messrs. Blake, Merselis and Scott, all of whom report that they read the TOBACCO LEAF from cover to cover as soon as it arrives.

Some of the goods which are to be found in nearly every retail establishment in this city, and all of which are excellent sellers are Royal Lancers (Theobald & Oppenheimer Co.), Don Rosa (Barnes, Smith & Co.), Mi Favorita (Park & Tilford) and American (E. Regensburg & Sons). The introduction of the Favorita size of the Savarona (Cayey-Caguas Tobacco Co.), has filled a long-felt want in Binghamton. This cigar is to be found in all of the leading stores, and sales are reported as large and constantly growing. The beautiful workmanship on these goods has won the heart of the smokers who like good cigars but are somewhat limited as to pocketbook. Nearly all of the dealers are pushing the new cigar.

Earl D. Ostrom will shortly introduce a new line in his chain of modern "smoke shops." As these stores are located in the best portion of the city, goods placed by the firm are sure of having an opportunity, to say the least. The new lines put out by John G. Spatz & Co., of Reading, Pa., will soon be handed over their counters, and the fully variety of Heidelbergs will be handled as well as the Red Star, Volcano and others. The members of this firm are always on the lookout for new and attractive goods, and a feature of their stands in the Hotel Bennett and the Binghamton Press and Security Mutual buildings, as well as on Court street, is the excellent assortment offered. The Bennett is headquarters for tobacco salesmen passing through Binghamton, and here they are always able to secure their favorite brand. The proprietor said to a representative of the TOBACCO LEAF recently that business was about the same this year as it was last, with every indi-

Mister First-Class Jobber:

Worrying about business

For nineteen hundred *and* eight?
Election year, etc., of course.

Then

We say unto you

Quit worrying

Buy our quality cigars.

Such as *the*

SALLY WARD, five cents;

SECRETARY GAGE, five cents;

TOM HENDRICKS, five cents;

EL SERENO, ten cents,

and ---others.

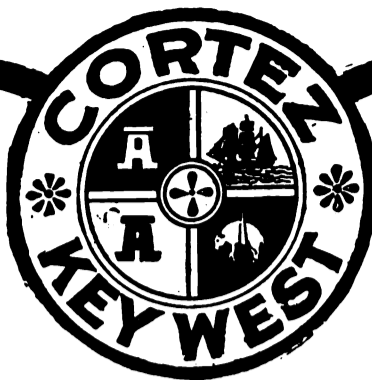
If you will inquire *of* some *of the* greatest
jobbers in this country, who are handling our
quality cigars, they will tell you; no need to
worry if you handle *the* Temple & Shaw line.

.....

TEMPLE & SHAW COMP'Y

Cigar Builders *of* Quality

South Bend, Ind.



MEN OF BRAINS

Pay the price for

CORTEZ

and do not waste their cigar money in experiments

CORTEZ CIGAR CO., Key West

Fragrant as the Violet

High-Grade Clear Havana Cigars
EXCLUSIVELY



SIMON BATT & COMPANY

332 Canal St. & 39-41 Lispenard St., New York



Trademark Band on All Cigars

Other Leading Brands—La Flor de Batt, Monticello, Frangancia, Simbatco and El Corso

Scraps for sale. Samples submitted on application.

cation of an excellent period close at hand.

William O. Buckland, a leading local jobber, declares that his sales are way ahead of those for the same period of last year, with collections excellent. The demands of the trade are, he says, for first-class goods as well as for the cheaper lines.

At the factory of F. B. Richards & Co., preparations are being made to launch the Father Binghamton, a new brand, on the market. The proprietors feel that trade conditions are good enough to warrant such a step, and the new cigar is to be started on its career under the most auspicious circumstances.

Brown & Corbin, U. S. Little Grant, Thomas Thorne and other dealers who handle Binghamton-made cigars for the most part, predict a good season and have no trouble to sell their goods.

Whatever the conditions may be in other cities they are excellent in Binghamton, and the local papers are constantly running advertisements for help, both for local factories and for plants in the cities near here. A number of small shops have started up recently, and Maxim Bros. & Bursky, proprietors of what is claimed to be the first Slavonic cigar factory in the United States, report business good.

A number of local dealers are planning to improve their stores, and with a spell of good weather, it is expected that the sales figures will soar above any mark which has yet been established.

S. M. K.

TRADE ITEMS.

Manuel Carson, of Tampa, is arranging to establish a cigar factory at Decatur, Ala.

The North Carolina Agricultural Department has decided to employ a tobacco expert for the purpose of giving better attention to the tobacco growing industry of that State.

The Hart County Tobacco Manufacturers Co., of Horse Cave, Ky., will begin business at that place on June 1. John Fieres is president of the concern and H. L. Patton is secretary. They have a capital stock of \$10,000.

THE TALK IN PITTSBURG

PITTSBURG, Pa., Feb. 22.—The announcement that the United Cigar Stores Co. are edging away on the coupon question, caused intense interest in Pittsburg this week and the article published in the TOBACCO LEAF was the talk of the trade. Already one Pittsburg firm, Charles J. Moye & Co., have announced that they have discontinued the coupon, and it will not be surprising if others follow suit.

"We have come to regard the coupon plan as nothing more than a blackmailing scheme," said W. J. Hamm, of Charles J. Moye & Co., "and have done away with it. I would not be surprised to see other stores follow suit and am not surprised at the announcement that the 'United' have decided to do away with the coupon at some of their stores."

Charles Weidman, manager for the Pittsburg Cigar Co., who have thirteen stores in Pittsburg and who recently added the coupon to the chain of business houses which he manages, is not going to do away with the coupon for the present. "If Congress passes the anti-coupon bill," said Mr. Weidman, "naturally we will quit issuing them. But we have discovered that the coupon brings us business and so long as we can give them away profitably to our trade and are not hindered by a two-cent tax on each coupon given out, as the proposed law directs, I do not believe that we will change the method."

B. M. Barndollar, a cigar merchant of Tarentum, Pa., which is situated about twenty miles from Pittsburg, this week treated a few of his friends to cigars made more than half a century ago. His father was a tobacco dealer and several boxes of cigars which he made in 1836 were recently found among some of the old gentlemen's effects and were in good condition, though somewhat dried out. The cigars were quite a curiosity and the men who smoked them somewhat marveled at their flavor.

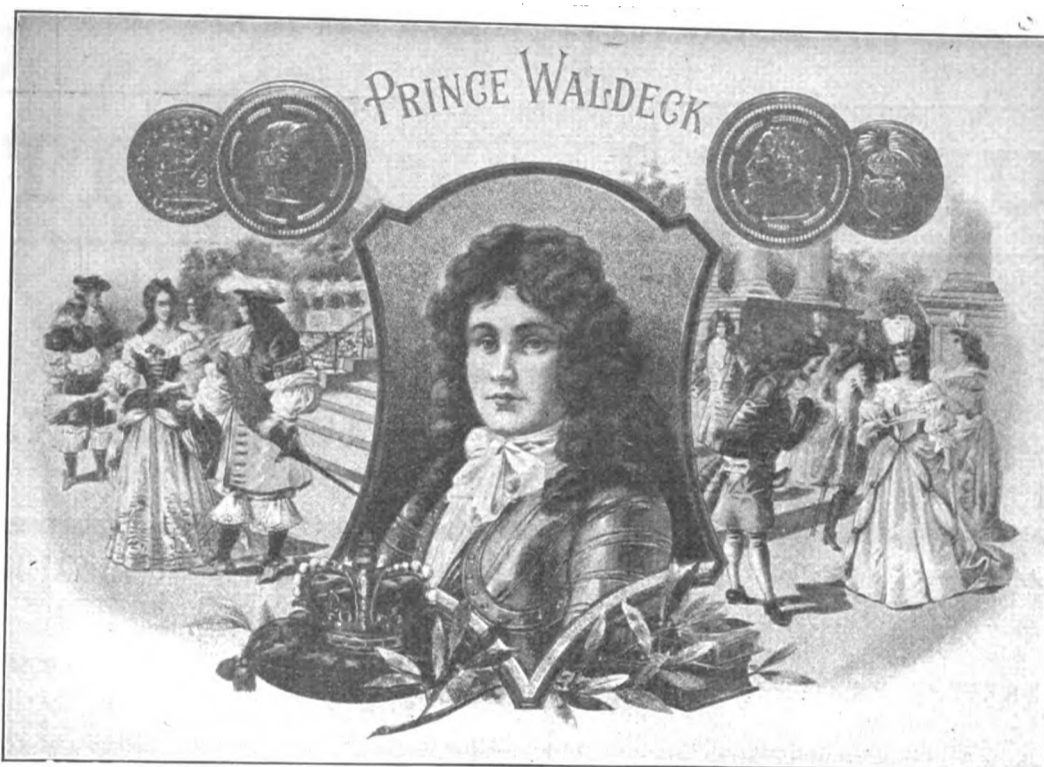
A fire which caused a total loss of \$75,000 broke out this week in Leechburg, near Pittsburg, and destroyed the store of the Leechburg Cigar Co., causing considerable loss to the owners. PITT.

Oakland, Cal.—M. Siegel has sold out his cigar business to M. Segal.

A PURE PORTO RICAN TOBACCO CIGAR

WE FEEL SURE

We can interest you in our line of high-grade pure Porto Rican cigars, to which type our Prince Waldeck brand belongs. We believe it is the need of the hour for the Jobber in the present cigar situation.



Wrappers used in making this brand are of the famous Vuelta Abajo, Cuba, style.

Sold under absolute guarantee to be as represented.

WE SELL TO JOBBERS EXCLUSIVELY

Address all Communications to our New York Office

The West Indies Cigar Co.

OFFICE AND SALESROOM: 138 PEARL STREET, NEW YORK

Factories: Arecibo and Utuado, Porto Rico

A PURE PORTO RICAN TOBACCO CIGAR



SCHINASI'S EGYPTIAN CIGARETTES



Our Leading Brands are

NATURALS

AND

PRETTIEST

SOLD EVERYWHERE

Office and Salesroom: 34 W. 100th St., New York

WILLIAM ROBERTS, President

THOMAS W. MALEY, Jr., Sec'y & Treas.

R. STEINECKE CO. Makers of Fine Cigars

Nos. 16-20 Seventh Street, New York



CLEAR HAVANA CIGARS

We Employ Only the Choicest Vuelta Abajo Tobacco in the
Manufacture of Our Cigars

MEMORANDA OF MILWAUKEE CIGAR STORES

Weather Not Favorable for the Cigar Business, Which,
However, Remains Fair—Lessing & Danielson Dis-
solve Partnership—Some Excellent Window Displays

MILWAUKEE, Wis., Feb. 22.—The weather has not been favorable to the cigar business of late, though the retail line can be reported fair in a general way, and even good in spots, here and there.

"Business is good with us," said Frank Abraham, manager of the retail department of Leo Abraham & Co. and of their string of stores. "Our sales compare favorably with those of last year, although we operate four stores only against five during the past year. With the opening of our new stores in the Caswell block in April and in the Majestic building in May we will have a larger distribution and look forward to a proportionate increase in sales, as both places are located in the heart of the city and enjoy exceptional advantages for cigar retailing." This house have just added a new clear Havana brand of the Manrara Bros. Co.

The convention of the Lumbermen's Association at the Hotel Pfister is swelling the sales at the cigar counter, and Ray Smith is wearing the cheerful smile that bespeaks good business. Ellis F. Carroll, the road representative of the cigar department, says trade is looking up and is as good as can be expected at this season.

Frohbach & Parks are having a splendid sale on the Flor de S. G. Brown line, and are featuring these goods in the week's window. They have just added the La Integridad, of Chas. S. Morris & Co., and the Blenheim, Nimbus and Curia brands of the Havencia Cigar Co. "Bob" Frohbach is visiting Tampa.

At the Plankinton House store of the George Allanson Co., the El Sidelo and Plankinton brands, products of Sam'l I. Davis & Co., are on display in the window.

Lessing & Danielson, the Eleventh avenue retailers, have dissolved partnership and the business has been taken over by Benjamin Danielson, who will continue in the old quarters and with practically the same line of brands. L. G. Lessing,

the retiring partner, expects to locate at Phoenix, Ariz.

The three head-liners of the Crombie store, the Webster, of Y. Pendas & Alvarez; the Raphael, of M. Stachelberg & Co., and the American, of E. Regensburg & Sons, are still in the lead with the Chamber of Commerce fraternity, to which this retail store caters. Magna Charta, of Jeitles & Blumenthal, is the leader in the Seed and Havana line. George Marsh, formerly with Steve Surman & Co., is now at this place and is already at home behind the cases.

I. A. Rosenthal, of the H. K. Phillips Cigar Co., has left on a business trip to the East and will be away for several weeks. The clear Havana line, La Flor de Garcia & Vega, which this house handle in six sizes, is popular.

The Optimo cigar, of A. Santaella y Ca., is being featured this week by the Dahlke Sisters in their store, located in the St. Charles Hotel building, and the brand is reported in good demand.

Harvey Vreeland, one of the braves of the Surbrug force, put in a few days in Milwaukee preaching the goodness of Grain Plug Cut, which has a favored call here.

At the Smoke Shop, corner of East Water and Mason streets, the American cigar of E. Regensburg & Sons is in the limelight. A pretty window of these goods is being shown, and it is proving a good sales medium.

With Leo Roth, the veteran jobber, the William Penn cigar, of the Theobald & Oppenheimer Co., is always to the front, and the brand is in evidence in the best places about town. The Royal Lancer, of the same firm, is also having a good sale. A newcomer in the line is the National Heads brand, of Herman Jacoby.

F. H. Gillespie, who has been connected with Isidor M. Lederer, leaves today for Topeka, Kan., where he will enter the service of the Santa Fe Railroad.

The Connecting Links Proving Our Strength

We can offer a large
and complete line of

SUMATRA TOBACCO

at attractive
prices.



H. DUYS & CO., 170 Water St., New York

OUR EXPERIENCE

Covers More Than Half a Century

Diamond Joe Cigar Factory



Our Leaders:

LA MEMORIA
CLEAR HAVANA

MRS. FISKE
SEED & HAVANA

DIAMOND JOE, COURIER-JOURNAL, GLOBE-DEMOCRAT, CHAS. DENBY
NICKEL CIGARS

H. FENDRICH, EVANSVILLE, IND.

Correspondence Solicited

Alex. Berwig has joined the sales staff of the Light Horse Squadron Cigar Co. and is making the rounds in the local trade.

The cigar business of the late Adolf Goldstein is being continued by his widow, and her son has been placed in charge of the retail store at 314 State street.

C. K. Reichert, of the leaf house of Reichert & LaBoule, has departed for Cuba on a buying expedition, and he is

accompanied by George Schmid, of the cigar firm of George Schmid & Son, in the manufacturing line at Neenah, Wis.

Trade visitors: A. H. Caro (Bustillo Bros. & Diaz), Chas. S. Morris (Chas. S. Morris & Co.), George Stewart (Red Mill Tobacco Co.), Robt. T. Dornier (G. W. Faber), John T. Dee (Theobald & Oppenheimer Co.), Ben Lesser (F. Lozano, Son & Co.), and Fred Suss (R. Steinecke Co.).
MILWAU.

FEBRUARY A VERY GOOD MONTH IN ST. LOUIS

And Conditions Are Improving Very Much—Credit Men Meet—Trust Loses Decision to Fire Insurance Company—Weinheimer & Opp Have Purchased a Building

St. Louis, Mo., Feb. 22.—Notwithstanding a continuation of the bad weather that prevailed here last week and a greater part of this week the retailers make more favorable reports and state that trade is showing a tendency to improve.

Two of our leading jobbers tell me that their February trade is making a better showing than last year. While this may be due to the fact that a portion of the trade was backward about buying in January and are buying now, it is generally believed that conditions are improving. One prominent jobber stated to your correspondent that the prospects for this year are hard to forecast, and that he believes that more attention will have to be given to credits from now on than for a long time in the past. There are those who believe that this year's business will be much better than present conditions indicate.

W. E. Snow, representative for the F. R. Rice Mercantile Cigar Co., with headquarters at Kansas City, was a visitor here Friday, and reports conditions improving in that territory.

Chas. P. Stanley, president of the Chas. P. Stanley Cigar Co., is making preparations for a lengthy visit to California. He has not yet set the date of his departure. He will be accompanied by his wife and daughter.

Morris D. Neumann, of Morris D. Neumann & Co., was a visitor here this week. His firm make five private brands for T.

Wright & Co., all of which are big sellers here.

Mrs. Barbara Rosa Fritz, wife of Max Fritz, of M. Fritz & Sons, died last Saturday and the funeral took place Tuesday. She had been ailing for some time. Her husband, M. Fritz, and seven children survive her.

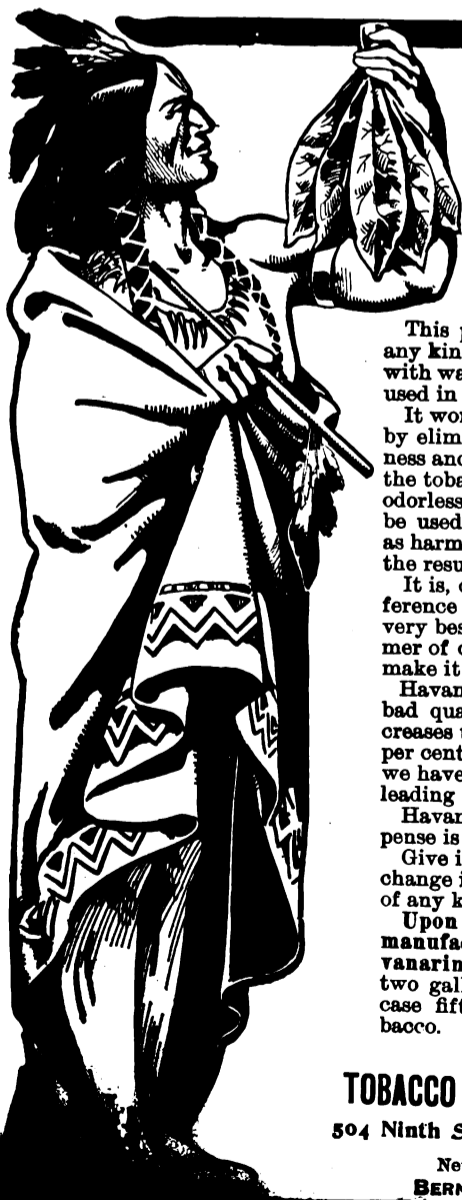
The Lehman & Cooke Cigar Co. have moved from 302 Market street into much more spacious quarters at 310 Market street. They have also moved their factory from Carlinville, Ill., to this location.

The St. Louis Credit Men's Association, at its meeting Wednesday night at the Mercantile Club, passed resolutions approving the Shirley bankruptcy bill, which contains amendments to the bankruptcy law suggested by the National Association of Credit Men, and the bill now pending in Mississippi regulating the sales in bulk of stocks obtained on credit, with a view of lessening losses from fraud. After the business meeting there was a number of interesting speeches on various topics.

Fred Charles (Garcia & Vega) was a visitor here today on his way to the Coast. He reported that he had found trade quite satisfactory.

W. E. Wrisberg, the former prominent retailer here, has entered the real estate business and has opened an office at 411 Olive street.

A ruling of interest was handed down by the Supreme Court of this State last



Havanarine.

This preparation is not a flavoring of any kind, but is a fluid to be used diluted with water in casing tobacco of all kinds used in the manufacture of cigars.

It works a chemical change in the leaf by eliminating all rankness and coarseness and bringing out the true flavor of the tobacco. It is tasteless, colorless and odorless in solution, and can, therefore, be used with the utmost secrecy. It is as harmless as the tobacco itself. It is the result of many years of experiment.

It is, of course, true that the only difference between inferior tobacco and the very best lies in the presence in the former of certain chemical qualities which make it unwholesome and of bad flavor.

Havanarine completely eliminates these bad qualities. It is a fact that it increases the value of the tobacco from 25 per cent. to 50 per cent. On this point we have testimonials from many of the leading manufacturers in America.

Havanarine costs so little that the expense is not worthy of consideration.

Give it a trial and note the marvelous change it makes in the quality of tobacco of any kind.

Upon request we will send any cigar manufacturer a 50-cent bottle of Havanarine free. This is sufficient to make two gallons of casing fluid, which will case fifty to seventy-five pounds of tobacco.

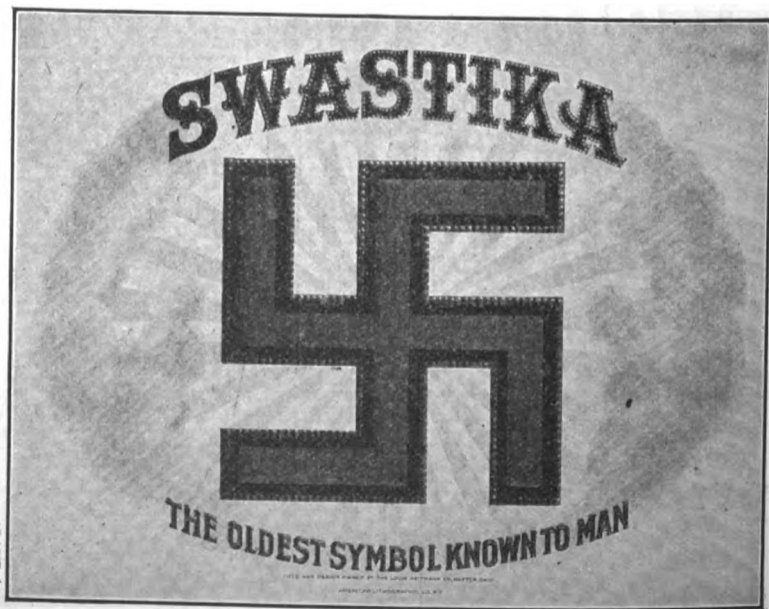
TOBACCO IMPROVEMENT COMPANY

504 Ninth Street, N.W., Washington, D.C.

New York Office: 88 Front St.
BERNHARD STEINGRAFE, MGR.

SWASTIKA

A Cigar of Quality



HAND-MADE FIVE-CENT CIGAR

Manufactured by

THE LOUIS HEITMANN CO

646-54 South Main Street, Dayton, Ohio

Correspondence solicited for open territory

WIDE-AWAKE CIGAR DEALERS:

Don't Let Your Chances, Like Sunbeams, Pass You By!

¶ Here is a side line that will pay your rent, if you will only give it half a chance.

¶ It's easy to buy and easy to sell, and the margin of profit is more than handsome.

The Waldorf Ink Pencil

¶ You have only to show it and it sells itself.

¶ It has a spring needle of precious metal, and never wears out. It can be carried in any position without leaking; is always ready for use.

¶ THE WALDORF INK PENCIL goes to the trade at wholesale for \$9.00 a dozen.

¶ Order a sample dozen and begin to make money.

.....

The Waldorf-Astoria Segar Co.
(LIMITED)

INK PENCIL DEPARTMENT

34th Street and Fifth Avenue, New York

The Only Dealers Who Are Not Selling PHILIP MORRIS CIGARETTES

are the dealers who do not handle them.
PHILIP MORRIS CIGARETTES are
known more widely and called for
oftener than any other 25-cent cigarette
in the world. PHILIP MORRIS is the
one brand no progressive dealer can
afford to be without.

PHILIP MORRIS & COMPANY, Ltd.
402 West Broadway
New York

week in the case of the Aetna Fire Insurance Co. vs. the American Tobacco Co. H. C. Loudon sold 300,000 pounds of tobacco to the American Tobacco Co., with the agreement that the insurance carried on the same would be transferred to the tobacco company. Before any of the policies had been transferred the tobacco was burned. The insurance company refused to pay the policies on the ground that Loudon, having sold the property, no longer had any interest in the policies, and the tobacco companies had no claim because the policies had not been transferred. The Supreme Court upholds the claims of the insurance company.

Albin Spitzbarth was selected by the St. Louis Cigar Manufacturers' Association to represent them at a convention of the Home Cigar Co., which was held at Peoria, Ill., Thursday, Friday and Saturday of this week. The latter organization was formed to fight the trust. The local organization has about seventy-five members.

Udell Hendricks, Palla, Ia., and John Moore, Hannibal, Mo., two cigar manufacturers, were visitors here this week.

"Joe" Carlisle (F. Garcia & Bros.) and I. Brudno (Imperial Leaf Tobacco Co., Cleveland) were visitors here this week.

"Joe" Jordan (Boltz, Clymer & Co.) returned recently from a four weeks' trip through Texas.

Smith Fields, a prominent tobacco buyer of Paducah, Ky., died there on Monday of this week.

Weinheimer & Opp have just closed a deal for the purchase of 23 and 25 South Fourth street, a four-story and basement building, for which they paid \$38,750. They at present occupy 25 South Fourth street, and so soon as the tenant's lease at 23 South Fourth street expires they will spend several thousand dollars in alterations and occupy both stores.

Henry Fischer, for the past ten years president of the Tobacco Workers' International Union, died at his home in Louisville, Ky., last Saturday night. He was one of the best known union workers in the United States.

R. A. Helmerichs (G. J. Helmerichs Leaf Tobacco Co.) is home from a five weeks' trip through the Northwest. Ferd. Hoffman, same concern, left this week on a three weeks' Southern trip. A. Kurz,

same concern, is home from a six weeks' trip through the West and South.

Ferd. Opp (Weinheimer & Opp) is spending the week in Indiana.

DIPLOMATIC.

WET OR DRY IN NEW ORLEANS

**Big Contest Being Waged There Between
Prohibitionists and Those Opposed
to This Movement**

NEW ORLEANS, Feb. 22.—The fight for and against prohibition in the city of New Orleans is on in earnest. Two powerful forces, one led by the clergy and their following, and the other by representative interests are finally pitted against each other in the contest that has been threatened for the last few years, and within the next few months New Orleans as a whole will be called upon to decide between prohibition and its alternative. Necessarily, the cigar interests of the City and State are vitally interested in the conquest. For them prohibition means practical annihilation, and that is probably the reason why they have become so prominently identified with the forces organized to fight it. The first decisive step of the anti-prohibitionists was taken last Wednesday night, when the Manufacturers' and Dealers' Association of New Orleans was formally organized to fight the prohibition movement. An idea of the interest which the tobacco interests feel in the fight may be gained from the following list of officers and Directors: A. Falk, of A. Falk, Ltd., cigar manufacturer, president; William Leibe, of the William Leibe Refrigerator Co., vice-president, August Gludot, of the August Gludot Co., cigar manufacturers, treasurer; T. F. Hartel, of the New Orleans Carriage and Wagon Works, secretary. Directors: Joseph Harz, capitalist; Thomas Dunn, of the Dixie Advertising Co.; Joseph Ory, of the People's Tobacco Co.; C. S. Foster, of the Louisiana Tobacco Co., and Phillip Forschler, wagon manufacturer. The new organization will call a big mass meeting of the anti-prohibitionists and will make a demonstration against the crusade.

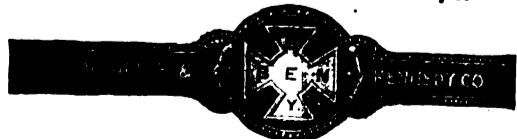
ORLEANIAN.

BEN BEY Clear Havana Cigars



"Thy Clouds All Other Clouds Dispel"

None Genuine
without this
Band



Trademark
in
Colors

GROMMES & KENNEDY CO., Makers
TAMPA, FLORIDA

Always Good



Cigar for Five Cents
BONDY & LEDERER
MAKERS

First Ave. & Seventieth St.

New York

MI FAVORITA

Clear Havana Cigars

MI FAVORITA



MANUFACTURED AT KEY WEST, FLORIDA

PARK & TILFORD

Broadway, cor. of Twenty-first St., New York

PRICE LIST ON APPLICATION

The Perfect Seed and Havana



*A. L. & M. L. Kaufmann
Makers.*

Illustrated Catalogue sent upon request

A. L. & M. L. KAUFMANN
Second Avenue, cor. 84th Street, New York

SYLVESTER & STERN

Successors to

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

HAVANA TOBACCO

HAVANA, CUBA: Monte 56

NEW YORK: 165 Front Street

Plantations and Escojidas

In Vuelta Abajo

- " Partidos
- " Remedios
- " Remedios
- " Remedios

At Puerta de Golpe

- " Santiago de las Vegas
- " Santa Clara
- " Quinta Camajuani
- " Sancti Spiritus

FACTORY VEGAS A SPECIALTY

AS GOOD AS THE BEST

Our All Havana Leader



FAC-SIMILE OF THE ARORA CIGAR BAND:

Made by E. KLEINER & COMPANY

220-822 East 63d Street, New York

FOREIGN TRADE BULLETINS

The Bureau of Manufactures Makes Public Information Received Through the Consular Service

[The "Tobacco Leaf" Bureau, 1415 G St.]

WASHINGTON, Feb. 25.—The Bureau of Manufactures of the Department of Commerce and Labor is in receipt of a number of interesting bulletins from the American consular service in various parts of the world regarding conditions in the tobacco markets and happenings of interest to the tobacco trade. Major Carson, Chief of the Bureau, is giving his personal attention to securing the latest and most reliable intelligence concerning foreign tobacco markets, and the information now being received is of an unusually practical character.

BRITISH TOBACCO TRADE.

In an elaborate statistical review of the foreign trade of Great Britain, Consul-General Gwynne, of London, gives some interesting data regarding the tobacco movement. A comparison of 1907 with 1906 shows that the imports of food, drink and tobacco increased \$44,909,000; all other classes of imports also increased, making a total net gain for 1907 of \$185,003,000.

The total imports of tobacco for the two years, 1907 and 1906, were as follows: Unmanufactured, 1907, \$15,011,980; 1906, \$15,040,629; manufactured, 1907, \$5,563,519; 1906, \$7,923,542; total, 1907, \$20,575,499; 1906, \$22,964,171. By far the greater part of this tobacco, both manufactured and unmanufactured, was imported from the United States, the figures for the two years being as follows: Unmanufactured, 1907, \$12,204,719; 1906, \$12,397,331; manufactured, 1907, \$4,008,887; 1906, \$6,250,007; total, 1907, \$16,213,606; 1906, \$18,647,448. It will be noted that the decline in imports in 1907 as compared with 1906 was due almost entirely to decreased takings of manufactured goods. This heavy slump, amounting to about thirty-five per cent., is charged partly against trade conditions and partly to the fact that British manufacturers have been stimulated by Governmental aid to increase their output.

CANADIAN IMPORTS.

An official bulletin from Ottawa shows that Canada's imports of tobacco products increased very materially during the six months ended September 30, 1907, as compared with 1906. During the half year in 1907 the imports of tobacco and manufactures thereof from the United States were valued at \$1,789,361; from the United Kingdom at \$109,555 and from other countries at \$255,026. The imports by countries of origin for the corresponding period of 1906 were as follows: United States, \$1,574,601; United Kingdom, \$76,556, all other countries \$301,793. Notwithstanding the increase in tobacco imports from the United States during 1907, it is significant that the imports from the United Kingdom rose more than thirty-five per cent., although the total is still a very small fraction of the aggregate imports. The shipments to Canada from the United States were chiefly of leaf tobacco, although considerable quantities of all forms of manufactured tobacco are included in the total.

IN BRITISH INDIA.

Consul General Michael, writing from Calcutta, quotes the Bengal Blue Book as stating that in Dumka it is understood there is a great opening for a combined tobacco curing and cigarette factory. Attention is also called to an opportunity in Purnea, from which point there is a large export of raw tobacco. The authorities express the opinion that a tobacco curing plant located at this port would prove a very profitable enterprise.

JAPANESE MONOPOLY IN KOREA.

Consul Gracey, of Tsingtau, reports that the Japanese Government has decided to establish a tobacco monopoly in Korea. The plan is to be entered into as soon as the Korean police are sufficiently well organized to supervise the enterprise. In the meantime there is to be an increase in the price of tobacco to prepare the people for the effect of the governmental control of the industry. In this connection Consul General Miller, of Yokohama, states that the Japanese Government is steadily developing its tobacco industry and that during the first half of 1907 the exports of tobacco from that country were



SALVADOR RODRIGUEZ
FINE HAVANA CIGARS

TAMPA NEW YORK HAVANA

Removal Notice

WM. STEINER, SONS & CO.

Lithographers and Importers

Respectfully desire to announce to their friends
and patrons that they have removed
to their new factory

257-265 WEST SEVENTEENTH STREET

Steiner Building.

Between Seventh and Eighth Aves.

NEW YORK

PARK & TILFORD

FOUNDED 1840, NEW YORK

The Largest Importers From
The Independent Factories
of Cuba

ORDER and receive direct weekly the
finest brands of Havana Cigars pro-
duced by the skilled growers and manufac-
turers. Send for Park & Tilford's price list.

NEW YORK STORES

Broadway and 21st Street	Fifth Avenue and 59th Street
Broadway and 41st Street	Sixth Avenue, near 9th Street
Broadway and 101st St.	Columbus Avenue and 72d St.
Fifth Avenue, near 21st St.	Lenox Avenue and 126th St.

HAVANA PARIS WEST END, N. J.

valued at \$463,000, as compared with \$354,000 in 1906. It will be remembered that the Japanese tobacco monopoly is the principal competitor of the British-American Co. in China and is said to have secured some large army contracts during the past year.

TOBACCO IN ASIATIC TURKEY.

Consul Harris, of Smyrna, in a report upon the agricultural conditions in Asia Minor, says:

"The culture of tobacco in the neighborhood of Smyrna and at ancient Ephesus is prospering as a whole, and the annual output is gradually increasing. It is no longer grown for local consumption, but rapidly developing into a lucrative export trade. The tobacco produced at Ephesus is usually mixed with the better qualities grown in Macedonia. The annual consumption of cigarettes in Turkey is estimated at 150,000,000. Cigars are rarely seen in the country districts of Asia Minor, and as a rule can only be purchased in Smyrna, where they are only smoked by the European inhabitants.

"Tobacco grown in the vicinity of Smyrna is shipped to the United States in considerable quantities. During the fiscal year 1906 the shipments amounted to \$151,102, which increased to \$210,107 for the same period of 1907. There are two American tobacco firms represented in Smyrna, with independent factories. One firm employs as pickers 325 girls and seventy-five men, and the other firm 100 pickers. They earn on an average about twenty cents a day. The term picker must not be understood as meaning the laborers who work in the field, but those who work in the factories picking and assorting the leaves from the stems. Since these two companies commenced business the production of tobacco in this section has doubled, amounting in 1907 to 7,000,000 pounds.

AMSTERDAM TOBACCO SALES.

Consul Lester Maynard, of British North Borneo, reports that at the sales of tobacco, which were held at Amsterdam last September, the highest price paid per pound for 781 bales of Sumatra and Borneo leaf was eighty-three cents gold, while the lowest price for 248 bales

was twenty-four cents. The most striking feature of the sales was the high prices ruling for the medium and low class leaf which constituted the greater part of the tobacco offered.

MARTINIQUE'S INCREASED DUTY.

Consul Chester W. Martin reports from Martinique that the colony of Martinique has increased the duty on yellow or dry tobacco leaves from 2.05 francs (\$0.39) to 3.35 francs (\$0.638) per kilo (2.2 pounds), making the present duty practically twenty-nine cents per pound. The duty on leaves prepared for smoking or black tobacco, as it is called, remains the same, 2.05 francs per kilo.

IMPORTED TOBACCO

Withdrawn for consumption at the port of New York for the week ending February 15:

HAVANA—968 bales (105,561 lbs).
SUMATRA—320 bales (54,520 lbs).

FROM MISCELLANEOUS PORTS—Antwerp, 27 bales (1,562 lbs); Bremen, 15 bales (1,521 lbs); Cavalla, 166 bales (16,279 lbs); Canada, 4 bales (428 lbs); Fiume, 79 bales (3,201 lbs); Genoa, 34 bales (3,802 lbs); Hamburg, 1,775 bales (105,221 lbs); Havre, 24 bales (2,633 lbs); Liverpool, 32 bales (3,812 lbs); London, 17 bales (2,074 lbs); Malone, 2 bales (215 lbs); Marseilles, 312 bales (31,670 lbs); Mediterranean Ports, 15 bales (1,271 lbs); Naples, 101 bales (9,866 lbs); Patras, 14 bales (1,651 lbs); Rotterdam, 1 bale (195 lbs); Smyrna, 4 bales (497 lbs); Trieste, 202 bales (22,840 lbs); Vera Cruz, 2 bales (338 lbs).

The annual meeting of the stockholders of the Punta Gorda (Fla.) Cigar Manufactory Co., was held last week. The following gentlemen were elected Directors for the ensuing year: H. R. Driggers, J. H. Concannon, A. W. Gilchrist, M. V. Williams and R. C. Blount.

That candidate for Mayor of Wilkes-Barre who certified among his expenses "three stogies, five cents," gave away altogether too much information about the American campaign cigar.

More Popular Every Day

The New Shape and Quality
The Sensation of the Year



A nickel proposition hard to beat.
Think of what it will mean when he
is nominated!

L. Newburger & Bro.

CINCINNATI, OHIO



(Green Label)

25c.

"NESTOR" CIGARETTES

15c.



(Blue Label)

NESTOR GIANACLIS CO.

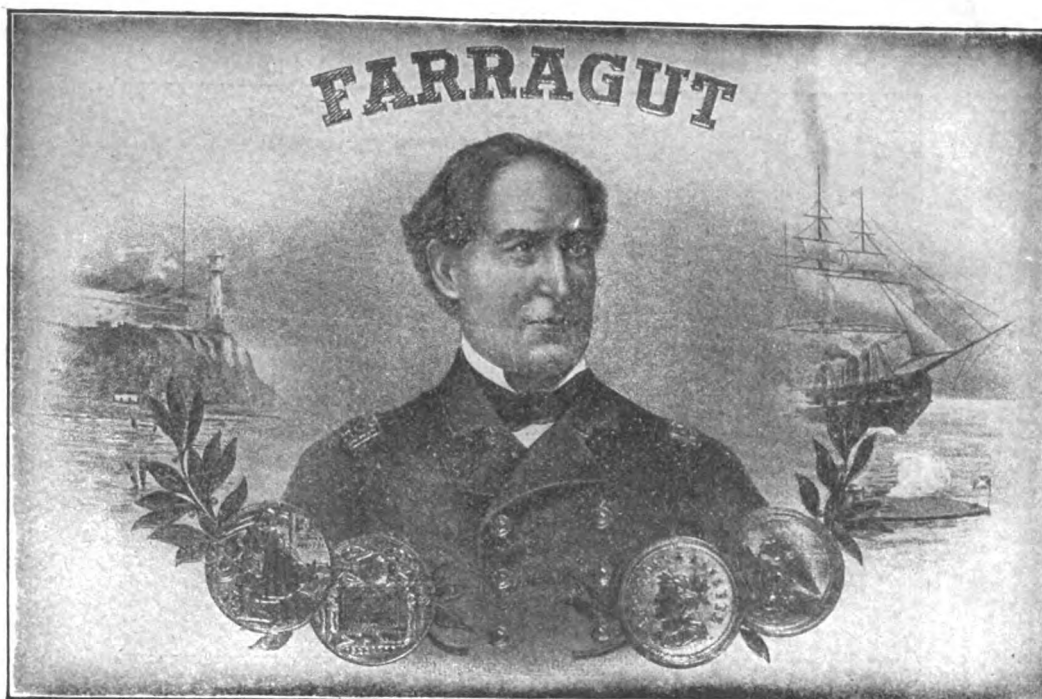
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BOSTON :: MASS

Y. PENDAS & ALVAREZ

Our
Motto:
QUALITY

FARRAGUT

CLEAR
HAVANA
CIGARS



Our
Motto:
QUALITY

FARRAGUT

CLEAR
HAVANA
CIGARS

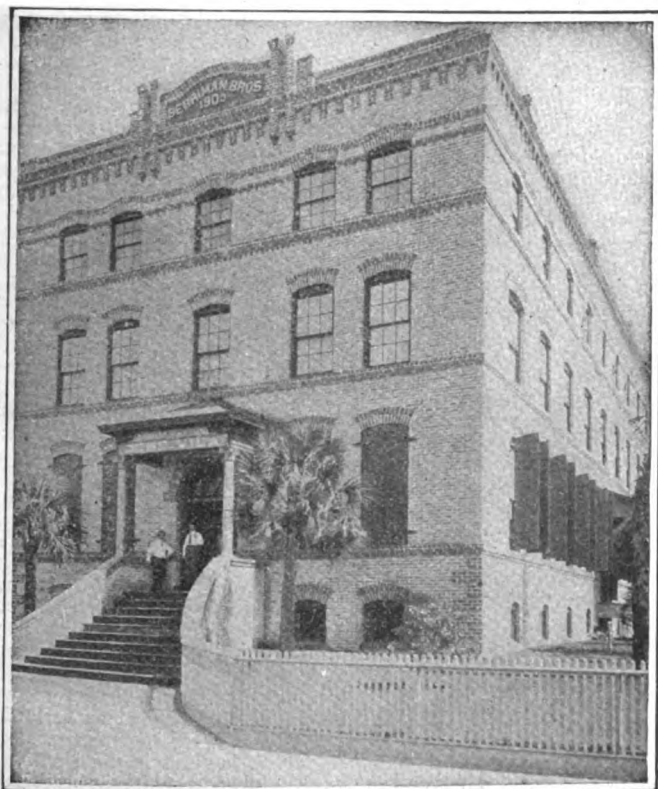
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OUR OWN SCRAPS AND CUTTINGS FOR SALE.

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NEW YORK OFFICE: 1170 BROADWAY
CHICAGO OFFICE: FIRST NATIONAL BANK BLDG.



Outside View of Factory

Highest Award

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Jury of Awards

South Fla. Exposition



Principal Cigar-Making Room

Handle JOSE VILA Cigars
and Centuplicate Your Business

The Well-Known Havana Cigar

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MANUFACTURED BY

CELESTINO VEGA & CO.

TAMPA, FLORIDA

Main Office & Salesroom: 232-234 E. Randolph St., Chicago

VIRGINIA BUCK

3 FOR 5¢

SUPERIOR QUALITY. MODERATE PRICE.

VIRGINIA BUCK
CHEROOOTS



3 FOR 5¢
DIXIE TOBACCO CO., BEDFORD CITY, VA.
SAMPLES FREE TO RELIABLE JOBBERS.

SOME GOOD TERRITORY YET OPEN

DIXIE TOBACCO Co. Bedford City, Va.

TO LEGALIZE BOYCOTTS

Representative Hughes Introduces Measure with This Purpose—Will Protect Night Riders

[The "Tobacco Leaf" Bureau, 1415 G St.]

WASHINGTON, Feb. 25.—A measure has been brought forward in Congress intended to legalize the combinations among the farmers in the export tobacco districts to increase the price of leaf tobacco by limiting acreage, destroying surplus crops, fixing the price at which tobacco may be sold and other tactics employed by the so-called Society of Equity. The measure is also intended to protect labor organizations in the agreements and combinations they may make, whether in the form of boycotts or otherwise, for the purpose of increasing wages, reducing the hours of labor or changing labor conditions in other respects. The bill, which has been introduced by Representative Hughes, of New Jersey, provides as follows:

"Be it enacted, etc., That the act entitled 'An act to regulate trade and commerce against unlawful restraints and monopolies,' approved July 2, 1899, be, and the same is hereby, amended by adding to it the following section, to be known as section 9:

"Sec. 9. That this act shall not be construed to apply to any arrangements, agreements, or combinations between laborers made with the view of lessening the number of hours of labor or of increasing their wages, nor to any arrangements, agreements, or combinations among persons engaged in horticulture or agriculture made with the view of enhancing the price of agriculture or horticultural products."

In presenting this bill, Mr. Hughes has been moved by two important considerations. Having been elected to Congress on a labor ticket, he has naturally been appealed to by the leaders of organized labor to aid them in securing legislation designed to protect them from the application of the recent decision of the United States Supreme Court in the Loewe case declaring that a boycott of the goods of a manufacturer is "a combination in

restraint of trade" within the meaning of the Sherman act, provided such boycott affects the transportation of goods from one State to another. The Court also held that a provision of the Sherman law authorizes any person suffering damages as the result of such combination to recover three times the amount of such injury from any or all the parties of the conspiracy. Under this decision the funds of unions and the personal and real property of the members thereof are liable in liquidation of the damages suffered by any manufacturer, dealer, etc., who may have been made the victim of a boycott. The scope of this decision can hardly be exaggerated, and it is obvious that it is a matter of direct interest to manufacturers of cigars and other tobacco products who may at any time find themselves engaged in controversies with their employees.

The feature of the bill which proposes to exempt combinations of farmers from the operation of the Sherman law is even more important to the tobacco trade. The work of the Society of Equity, including the extraordinary measures recently taken by sympathizers with the Society, if not by its members, is well known to the TOBACCO LEAF's readers. The lawless acts thus committed, however, are but collateral to the avowed policy of the Society, which, in the opinion of many prominent lawyers in Congress, is accurately defined as a conspiracy in restraint of trade.

Mr. Hughes' proposition is now to legalize boycotts and such combinations as have been effected by the Society of Equity and other similar organizations. His bill has gone to the House Committee on the Judiciary, before which he will seek a hearing at an early date. The members of the committee, presumably the ablest lawyers in the House, will proceed with great circumspection in dealing with this measure, and the TOBACCO LEAF's correspondent is violating no confidence in saying that a majority of the members believe the Hughes proposition to be absolutely unconstitutional as a direct discrimination in favor of two classes of citizens as against all others. Several States have passed similar laws, and to the extent that they have been ruled upon by the higher courts the exemption provi-

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MANUFACTURERS
OF THE
CELEBRATED

H. UPMANN CIGARS



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SHIPPERS
AND
COMMISSION
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ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal
SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

CARLOS FERNANDEZ & CO., Factory: Tampa, Fla.

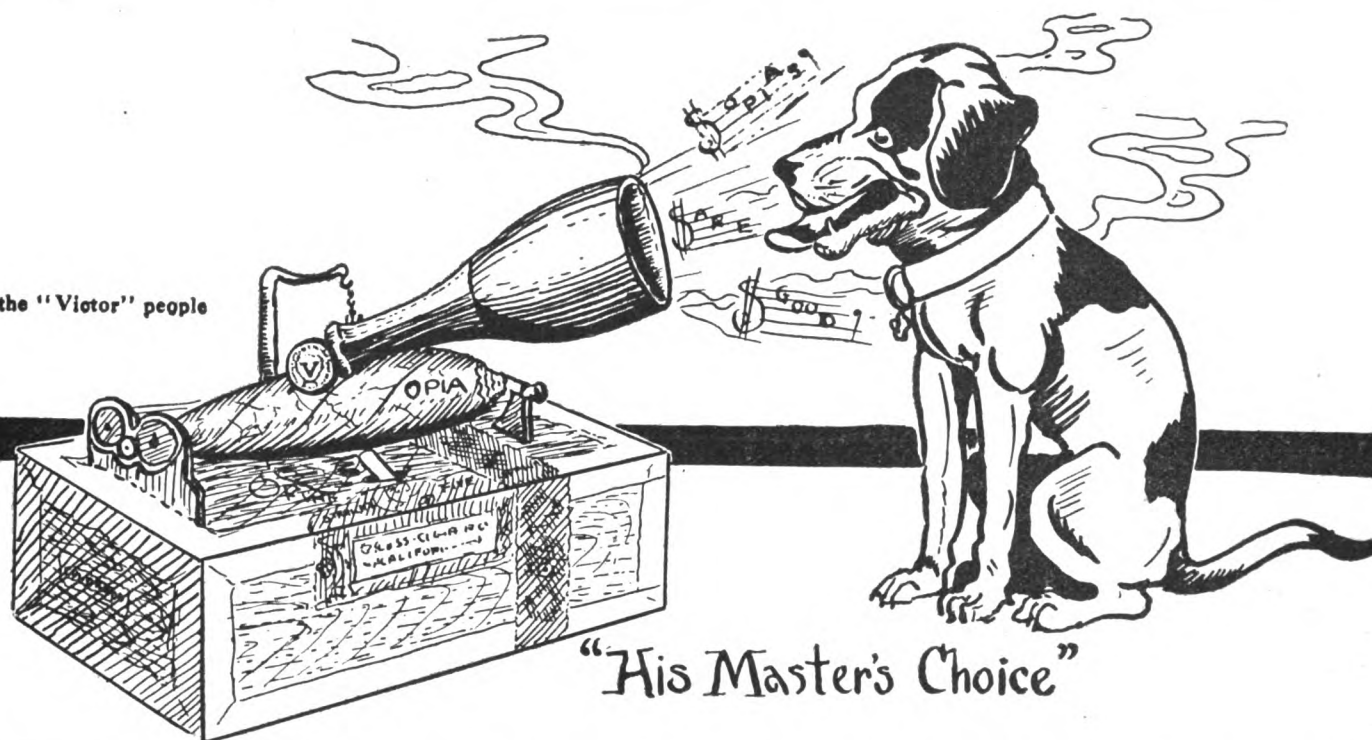


Las Palmas
Flor De Carlos
AND
El Sello Cigars



OFFICE AND SALESROOMS: 42 EAST 23d ST., NEW YORK

With apologies to the "Victor" people



"His Master's Choice"

CHOOSE A WINNER AS YOUR LEADER FOR 1908!
OPIA CIGARS MUST WIN

for you or we want them back. Our Ironclad Guarantee protects you.

WE MAINTAIN THE QUALITY

BARNES, SMITH & COMPANY, BINGHAMTON, NEW YORK

M. MELACHRINO & CO.'S

EGYPTIAN CIGARETTES

YOU CANNOT BE MISTAKEN IF YOU STOCK THE EASIEST SOLD CIGARETTES

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Samples and Price List upon Application

No. 8 West 29th Street

NEW YORK



TOBACCO IMPORTS AND EXPORTS

The imports and exports of tobacco and its manufactures of the United States for the month of December, 1907, and for the Twelve months ending December 31, 1907, compared with the same periods in 1906:

IMPORTS OF FOREIGN

TOBACCO AND ITS MANUFACTURES	DECEMBER				TWELVE MONTHS ENDING DECEMBER 31			
	1906		1907		1906		1907	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
Leaf suitable for cigar wrappers (lbs dut.)—								
Imported from—								
Germany.....	844	\$714	1	\$1	880,883	\$219,151	84,668	\$34,829
Netherlands.....	302,005	300,881	137,140	134,283	7,067,449	7,552,486	7,014,828	8,195,369
British North America.....	4,087	8,788	8,824	2,388	86,803	78,400	59,974	54,290
Other countries.....	1,764	8,025	2,507	5,006	90,848	124,869	89,849	59,916
Total.....	308,800	\$307,858	142,972	\$141,588	7,615,788	\$7,974,838	7,149,114	\$8,344,404
All other (lbs dutiable)—								
Imported from—								
Germany.....	228,119	\$122,373	166,224	\$83,372	3,010,016	\$1,273,941	2,583,441	\$1,015,141
Turkey in Europe.....	290,950	100,601	296,505	171,236	2,967,640	1,184,308	4,080,110	1,599,876
Other Europe.....	108,148	23,212	24,029	20,858	733,038	270,598	545,345	186,766
British North America.....	243	224	7,322	3,237	187,626	98,410	215,156	97,413
Cuba.....	1,773,736	1,232,786	1,067,885	850,443	25,200,106	15,210,671	16,318,469	12,137,601
Asia and Oceania.....	78,981	87,854	143,074	55,356	1,624,287	540,967	2,691,432	806,263
Other countries.....	60,830	10,065	2,846	1,358	888,828	78,919	518,681	123,185
Total.....	2,558,207	\$1,536,985	1,698,185	\$1,185,910	34,110,441	\$18,652,809	26,950,634	\$15,965,644
Total leaf.....	2,866,407	\$1,834,843	1,841,167	\$1,327,448	41,726,224	\$26,627,147	34,099,748	\$24,310,048
Cigars, Cigarettes and Cheroots (lbs dut.)—								
Imported from—								
Cuba.....	93,888	\$498,900	78,644	\$465,651	853,618	\$4,467,966	721,713	\$4,017,229
Other countries.....	1,532	5,275	1,226	3,959	27,688	70,818	33,615	118,808
Total.....	95,420	\$499,175	79,870	\$469,610	881,501	\$4,538,779	755,328	\$4,136,037
All other..... (dutiable).....		\$9,987		\$16,047		\$120,190		\$158,450
Total manufactures of.....		\$509,162		\$485,657		\$4,658,969		\$4,294,487

EXPORTS OF DOMESTIC

Leaf.....lbs.....	21,907,308	\$2,102,656	20,109,943	\$2,128,601	833,966,930	\$31,366,198	810,083,391	\$32,506,688
Stems and trimmings.....lbs.....	1,027,901	19,525	251,487	10,929	12,763,525	254,302	7,836,596	884,820
Total.....	22,934,609	\$2,122,181	20,361,430	\$2,139,530	836,730,455	\$32,120,495	817,899,986	\$32,341,508
Cigars.....M.....	167	\$3,782	246	\$10,889	2,009	\$41,853	2,314	\$53,283
Cigarettes.....M.....	196,256	264,883	155,797	214,216	1,853,194	2,649,470	1,806,335	2,490,706
Plug.....lbs.....	772,968	179,523	477,767	110,706	8,166,695	1,904,589	7,236,889	1,732,596
All other.....		77,396		101,255		954,833		1,019,007
Total manufactures of.....		\$535,538		\$437,066		\$5,560,695		\$5,285,572

EXPORTS OF FOREIGN

Leaf suitable for cigar wrappers.....lbs.....	122,088	\$92,845	72,254	\$59,022	843,182	\$596,540	772,262	\$614,954
All other.....lbs.....	170,897	48,673	171,457	52,377	1,777,264	548,944	1,632,817	563,073
Total leaf.....	292,985	\$138,518	243,711	\$111,399	2,620,446	\$1,145,484	2,405,079	\$1,178,028
Cigars, Cigarettes and Cheroots.....lbs.....	2,270	11,182	878	2,157	16,363	89,779	6,004	12,208
All Other.....dut.....		27		175		18,329		8,652
Total manufactures of.....		\$11,159		2,332		\$68,108		\$20,865

sions have been invalidated, although the United States Supreme Court has not yet had occasion to consider an identical issue squarely presented either in Federal or State legislation. LIVINGSTON.

NO EXCLUSIVE CONTRACTS

Bill in Congress Would Prevent Manufacturers Requiring Them of Jobbers and Retailers

(The "Tobacco Leaf" Bureau 1415 G St.)

individuals or association of corporations, engaged in interstate commerce shall either make it a condition of the sale of goods, wares and merchandise that the purchaser shall not sell or deliver any goods, wares, or merchandise of any other person, firm, or corporation, or association of natural or artificial persons, or shall give any rebate, bonus, or other thing of value upon such condition.

"Sec. 2. That no such person, firm, or corporation, or association of individuals or corporations, engaged in interstate commerce shall pay to any commission

son or persons, or any corporation or corporations, acting as such commission merchants, brokers, jobbers, or retailers, on account of their handling, selling, or offering for sale the goods, wares, or merchandise of any other person, firm, or corporation, or association of natural or artificial persons: Provided, That this act shall not be construed to prohibit the appointing of agents or sole agents for the sale of goods, wares or merchandise. Any violation of the provisions of this act shall be held to be a contract in restraint of trade among the several States

an act entitled 'An act to protect trade and commerce against unlawful restraints and monopolies,' approved July 2, 1890."

It will be noted that this bill is broader than the Massachusetts law in that it not only prohibits exclusive contracts for the sale of goods but also forbids the giving of rebates, bonuses, etc., in consideration thereof. The Massachusetts law has been thoroughly tested and convictions have been secured in the case of certain agents of the tobacco trust, who have been prosecuted thereunder and whose conviction the Supreme Court finally affirmed.

It is understood that Representative Stanley has had the assistance of experts of the Department of Justice in the drafting of this bill, which is designed to enable the Federal Government to prosecute cases which could not easily be reached by the State courts.

The Federal Government secures jurisdiction over the subject by reason of the fact that the bill applies to individuals, firms or corporations "engaged in interstate commerce," and it is the best opinion in Congress that the proposed statute would be constitutional in all its features. The bill is now before the House Judiciary Committee and, if sufficient public sentiment is developed in its favor, will probably be favorably reported.

LIVINGSTON.

EXPORTS

of tobacco from the port of New York to foreign ports for the week ending February 15:

Aden—10 pgs (1,760 lbs) mfd.
Antwerp—10 bales, 55 cs, 10 pgs (1,626 lbs) mfd.
Argentine Republic—1 hhd.
Berne—12 cs cigarettes.
Bremen—2 hhds, 10 cs.
British Australasia—19 hhds, 34 cs, 142 pgs (22,208 lbs) mfd.
British East Indies—265 pgs (36,817 lbs) mfd, 663 cs cigarettes.
British Guiana—10 hhds.
British Possessions in Africa—54 hhds, 37 trcs, 25 cs, 30 pgs (5,017 lbs) mfd.
British West Indies—10 hhds, 1 bale, 7 cs, 26 pgs (984 lbs) mfd.
Bristol—50 hhds, 175 trcs, 1 cs.
Canary Islands—43 hhds, 50 cs.
Central America—51 cs, 50 pgs (4,200 lbs) mfd.
Chili—76 cs, 11 pgs (1,760 lbs) mfd.
China—247 hhds, 400 cs cigarettes.
Colombia—257 bales, 12 pgs (1,103 lbs) mfd.
Cuba—3 cs, 196 pgs (15,538 lbs) mfd.
Dutch East Indies—10 pgs (1,000 lbs) mfd.
Dutch Guiana—1 hhd, 15 cs, 1 cs cigarettes.
Dutch West Indies—19 bales, 2 cs, 30 pgs (1,200 lbs) mfd.
French Guiana—2 hhds.
French Possessions in Africa—61 hhds, 10 cs.
German Possessions in Africa—5 trcs, 10 cs.
Glasgow—10 trcs, 1 cs, 6 pgs (600 lbs)

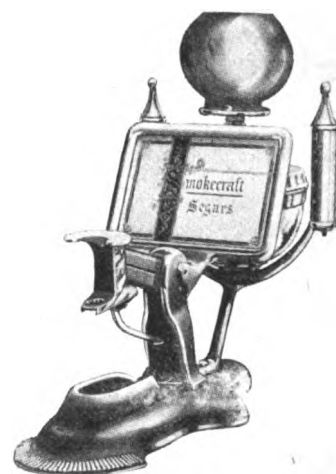


A. SANTAELLA Y CA.

Factory: Tampa

Office: Chicago

What Are You Going To Do To Increase Your Sales?



ONE of our customers opened 74 new accounts in one week in a city of 60,000 inhabitants by using one of our handsome combination cigar cutters and lighters as an inducement. This is merely one example of the effectiveness of our goods. They are the **STRONGEST** and **MOST PERMANENT ADVERTISEMENT**, and the only one that you can place on the cigar counter—the place to be reminded of your cigar. There they call the consumer's attention to your brand; they will often decide his choice.

\$100 spent in the judicious distribution of our advertising mediums will bring quicker, better and more lasting results than \$200 spent in any other way for the same purpose.

To the retailer it is a useful fixture—a necessity.

Ours is an advertising proposition that has never been overdone.

Did you ever find a salesman or a jobber who had enough cigar cutters? Ask them.

We also have the best change trays, tobacco cutters, box openers, electric lighters, etc.



THE BRUNHOFF MFG. CO.

Established 1890

Cincinnati, Ohio

Eastern Representative: W. S. Lakamp, 113 Maiden Lane, New York

SALES

are *the* things out of which
a profitable business is built.
SALES...and *the* profit
which they bring.

When we offer you a
chance to sell more cigars
we are offering you an op-
portunity to make more
money.

Little Don Rosa

cigars are not made to take
the place of any other
cigar...five or ten-cent.
They are made for *the*
man who knows a good
smoke; who smokes Seed
and Havana cigars, but
wants a shorter smoke just
as good, and would be glad
to get it for five cents.

They fill that demand.
We want to show you. Let
us send you a sample gratis.

.....

Barnes, Smith & Co.

BINGHAMTON, N. Y.

MINNEAPOLIS AND ST. PAUL TRADE AFFAIRS

Another "United" Store Closed — Change in American
Cigar Co.'s Representation — New El Sidel Salesman
— Morganstern's Success with Manuel Lopez Cigars

MINNEAPOLIS AND ST. PAUL, Feb. 21.— Affairs are moving very satisfactorily with the T. P. Jumper Cigar Co. With the discontinuance of the Fargo branch on January 1, the trade of North Dakota and northern Minnesota is handled from the Minneapolis headquarters. R. B. Kook, however, retains his grip upon the northern territory, and makes his headquarters at Fargo. Carter H. Harrison, who represents the house in South Dakota, with headquarters at Aberdeen, is making a good record. In addition to looking after the affairs at the office, Mr. Jumper finds time to make flying visits to outlying points occasionally. On a recent trip to Duluth, he secured some handsome orders, although reports generally are that the cigar trade at the head of the lakes is unusually quiet at the present time. A recent visitor at the Jumper headquarters was Charles Parker, manager of the cigar department of the Stone-Ordean-Wells Co., of Duluth, who has built up for that firm one of the best departments of any jobbing house in the Northwest.

James Ferris is back again in charge of the Minneapolis offices of the American Cigar Co., Mr. Warton, who succeeded W. W. Haynie, having been transferred to the Pacific coast, where he will have charge of the company's imported cigar trade. His headquarters will be in San Francisco or Los Angeles. Prior to entering upon his new duties, he made a visit to the headquarters of the company in New York.

John F. Furlong, having given up the store which he acquired some months ago on Third street, is now devoting his entire time to the cigar department of the Powers Mercantile Co., and reports that there is a generally satisfactory trade.

Sherman Smith finds nothing discouraging in either the present situation or the outlook. There was no time during the financial flurry when business did not keep up to the standard at his popular

establishment, and there was no inclination on the part of his customers to sacrifice quality.

Miss Shork, of the West Hotel stand, reports that her trade has been better thus far this year than for the corresponding period of 1907. The high-grade lines of cigars with which her cases are stocked is, of course, largely responsible for this result.

Several top-notchers in the cigar trade have been in the twin cities in the past two weeks. After Perry Bland and Max Schatz, came Ben Lesser, representing F. Lozano, Son & Co. This factory's cigars are distributed by the Minneapolis Drug Co., and are counted among their most popular goods, an indication of which may be found in the fact that they are carried in the majority of places where high-grade cigars are sold. Following Mr. Lesser came Leo W. Mayer, of the Hilson Co. He made a round of the two cities, and is said to have taken away substantial evidence of the popularity of the Hilson line hereabouts. Another visitor the past month was W. W. Higgins, representing Park & Tilford, whose famous brand of Mi Favorita is exploited by the Yerxa Bros. Co., under the immediate guidance of Percy Wiggenhorn.

Not unexpected was the closing of the store of the United Cigar Stores Co., in the Eastman block, on Nicollet avenue, on the 15th inst. This was the second store which R. L. Ramsdell opened, he then declaring that he was the owner. Subsequently the mask fell, and the name of the "United" went up over the doors. The store was a money-maker at one time, but when the "United" opened four other stores within less than two blocks of this one, its trade fell off.

The Publicity Club, of Minneapolis, has entered upon a campaign having in view the removal of all overhanging signs on Nicollet avenue, and the business men of that thoroughfare seem to be heartily in accord with the idea, judging from the

We desire to establish exclusive distributing
agencies for our celebrated brand of Havana cigars

ST. REGIS

and invite correspondence for further particulars



ST. REGIS CIGAR COMPANY

247 and 249 Pearl St., near Fulton St., New York
City Sales Department: 225 Fifth Ave. at 26th St.

Western Trade will please address OTTO S. MURPHY, Peoria, Ill.

Cream of Vuelta Abajo Thru and Thru

Highest Quality
and
Workmanship
Delicate Aroma



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TAMPA
FLA.

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BALBIN BROS. Office: 43 John Street, New York

Importers of and Dealers in Havana Leaf Tobacco

O'HALLORAN CIGAR COMPANY

TAMPA, FLORIDA . FACTORY No. 369



High-Grade Clear Havana Cigars

LA SARAMITA

High-Grade Broad-Leaf Cigar



THE SHIELDS-WERTHEIM CO.

CLEVELAND -:- OHIO

THE JOSE LOVERA CO.

Manufacturers of the Highest Type of

**Cigars of Pure
Havana Tobacco**



The quality and workmanship represented in our product is recognized as absolutely the best by men who know

Factory: Tampa, Fla. New York Office: 232 East 73d St.

manner in which the signs are disappearing. Winecke & Doerr were the first of the cigar colony on that thoroughfare to join in the movement.

G. C. Knispel, of the Kuhles & Stock Co., is in receipt of a letter from A. T. Kinney, former president of the company, but now living in Cleveland, in which he announces that he has just returned from his wedding tour and is busily engaged in building a new residence.

H. J. Watt, of the Watt Cigar Co., who has been ill for the past two months, is rapidly improving at the Hot Springs, and is expected to be back at his desk early in March. During his absence a daily report has been sent him from the house by J. C. Grathwol, secretary of the company, who has presided at headquarters during Mr. Watt's absence. These reports were all of a very encouraging nature, as Mr. Grathwol was able to report the biggest January business the house ever had.

Harry Pike, who formerly visited this section frequently, called during the month as a representative of Morris D. Neumann & Co., of Philadelphia, manufacturers of El Tello, for which R. R. Clark is exclusive distributor in St. Paul.

"Johnnie" Jacobs, representing the El Sidelo factory, of Sam'l I. Davis & Co., was a recent visitor in the Twin Cities. Mr. Davis, head of the factory, is expected in this territory on his way West so soon as he returns from Cuba, where he has been investigating tobacco conditions. Nate Rosenheim has taken up his headquarters in St. Paul as representative of the El Sidelo factory of Sam'l I. Davis & Co. He has made several whirlwind trips into adjacent territory since he located here, his last trip including both Dakotas. Since the El Sidelos were placed with J. H. Allen & Co., they have met with remarkable success in this territory. In St. Paul alone they have been placed in seventy-two cigar stores and stands, and it is the verdict of all deal-

ers that they have "made good" in every way. L. K. Newman, a former retailer of St. Paul, is looking after the interests of the factory in the Sainly City, and the record just quoted is evidence of the success with which he is meeting.

Harry Allen, manager of the cigar department of J. H. Allen & Co., St. Paul, was taken ill on a recent visit to New York city and went from there to Hot Springs, Va., and thence to West Baden, where he now is. His health has improved so that he will be able to return to his duties in the house during the present week.

Emil C. Bondy, of Bondy & Lederer, accompanied by Graham Davis, was a recent visitor and reported trade conditions satisfactory, so far as his factory is concerned, throughout the country. Bondy & Lederer have recently added a specialty salesman for this territory in the person of H. C. Wagner, who becomes a permanent resident of Minneapolis, working in connection with the salesmen of the Watt Cigar Co., who are distributors for the Lawrence Barrett, Tom Keene, and other cigars of the Bondy & Lederer factories.

Joe Claffy, of the road forces of the Kuhles & Stock Co., was at his home at St. Paul nearly all of January by reason of the fact that his son was stricken with smallpox. The young man has now recovered, and none of the other members of the family contracted the disease.

Gus Morganstern, who last month formed a connection with the factory of Manuel Lopez & Co., is more than making good in placing his high-grade line of cigars. Among the stores which have added them to their lines are Smith & Ewing, of the Chamber of Commerce, and Van B. Clark, of the Vendome, Minneapolis, and Harry W. Johnson and H. H. Chapman, of St. Paul. He has also succeeded in placing them in a full line of sizes with the Commercial Club, of St. Paul.

AMONG CLEVELAND DEALERS

The Penitentiary-Made Cigars—H. A. Boesger's Factory—Business Fairly Good

CLEVELAND, Feb. 20.—In a series of articles appearing recently in the *Cleveland Press*, describing conditions in the Ohio Penitentiary, attention was particularly directed to the cigar factory in that institution. It was stated that the force consists mainly of silly people, cripples and of people in advanced stages of consumption. The latter expectorate freely, and absolutely no attempt is being made to safeguard the public health. These goods are being shipped to all parts of the country, and while a State law provides that such goods must be marked "made in penitentiary," it is generally marked in such a way that it is not readily noticed. I don't know of any cigar man in this city handling such goods, but those who do ought to know what they are doing when they hand out to a customer a cigar made under such conditions. Owing to these articles, the management of the penitentiary will be investigated, and if the allegations are found to be true, then certainly those responsible for it ought to be punished.

John W. King, was here lately in the interest of Cuesta, Rey & Co. He found business in some spots pretty good, and in others rather dull. He was through with his Western trip, and he went from here to the New England States. He was of the opinion that he will wind up his tour in good shape.

H. A. Boesger, cigar manufacturer, who went into the business again a few months ago, is gradually working up a paying trade. "Of course," he said, "it is not an easy matter to come to the front in a rush these days. But if one keeps at work steadily he is bound to win out in the end. Even in the worst of times there is business going on, and if one looks for it he can find it." He is making La Mintas, his leader in ten-cent cigars, and H. A. B. in five-centers.

Abe Sauber, of Klafter & Sauber, cigar jobbers and retailers, Youngstown, O., was here for several days last week. He had no fault to find with anything. "We are doing business right along, retail as well as wholesale," he said. "While a bit more would not put us under too heavy a strain, we are, nevertheless, satisfied with our trade affairs as we find them." They are featuring Charles the Great, of Salvador Rodriguez; the Silent

Salesman, of Jeitles & Blumenthal; Judge Wright, of the J. C. Newman Cigar Co., and El Mas Noble, of Garcia & Vega.

F. J. Gleichman, of Thurman & Co., has started out on his trip West. He will be gone for some time. In spite of adverse conditions in general he went out with a determination to make this trip a record-breaker. Being well acquainted in his territory he will very likely accomplish his purpose.

J. C. Newman, of the J. C. Newman Cigar Co., is invading the far West territory. He went out on a trip that will last about four weeks. He has more than one brand to show, but he will devote his attention principally to Judge Wright, a nickel brand, which he is making his leader. "J. C." is an industrious young man, and he succeeded in making this brand well known in this and neighboring States. It can be taken for granted therefore that the Judge Wright will become well known in that part of the country that he is exploiting now for the first time.

Meyer Jaskulek & Co., leaf dealers, say that they are doing business every day, and strange as it may seem their collections also keep up nicely. In the latter respect they are certainly an exception, for collections generally are very slow. However, sales do not run as large as a year ago at this time. Cigar manufacturers expect prices to take a tumble, and they only buy to satisfy immediate needs. In addition to this the slow progress of business has its effect upon purchases, and consequently the output is reduced in its volume. They are optimistic though, and say that things as they are now will not last very much longer, and a change for the better is bound to occur soon. So far as lowering of prices is concerned, they do not think it will happen in the near future. It might when the next crop is ready for the market.

Edward S. Merrified, who represents Otto Eisenlohr & Bros., in Cleveland and vicinity, with headquarters in this city, has left for Philadelphia to visit the factory, and will be gone about a week. He is doing good work for the firm in his territory.

Others in town: Fred Suss (R. Steinecke Co.), Lee Heine (Louis Heine & Son), Arthur Napple, of Nestor cigarette fame; Albert Calisch (Cortez Cigar Co.), and Max Herz (A. Ramirez & Co.).

John Leis, of Bowling Green, O., has sold his cigar factory to F. A. English, of that place.

GARCIA & VEGA



MAKERS ALSO OF
THE WELL KNOWN BRANDS:

Perla Espanola
Flor de P. F. Carcaba y Ca.

Eterna

Lucida

Alvaro Garcia Longo

General Halleck

Flor de Garcia & Vega

and

Merciless

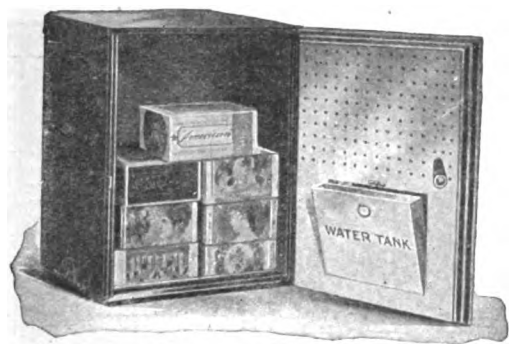
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The "AMERICAN" CIGAR SAFE

A practical tobacco moistener for use in the store. It may be handsomely decorated to suit your requirements. Its capacity is about ten boxes of 50 cigars each. Because of its large capacity we believe that tobacconists wishing to offer a practical premium to dealers will find this humidor a very profitable investment. We have a leaflet which describes the "American" Cigar Safe a little more in detail, may we send you one and quote you prices?

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To the Distributors

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A Peerless All-Havana, Cuban Hand-Made Cigar



ON SALE AT MORE FIRST-CLASS PLACES IN GREATER
NEW YORK THAN ANY OTHER BRAND

AMERICAN EXCHANGE CIGAR CO.

208 East 27th Street, New York

INTERNAL REVENUE RETURNS

Of the Product of Cigars, Manufactured Tobacco, Cigarettes, Little Cigars and Snuff Manufactured for consumption in the United States, for January, 1908, and in the Seven Months of the Fiscal Year, compared with the same period in 1907.

MANUFACTURED TOBACCO (Pounds).

State and District.	Month of Jan.		Increase or Decrease.*	7 Mos. ending Jan. 31		Increase or Decrease.*
	1908.	1907.		1908.	1907.	
Arkansas.....	353	436	*83	1,283	1,491	*208
California, 1st.....	23,044	28,481	*5,437	162,784	169,807	*7,023
California, 4th.....	150	83	67	441	408	33
Colorado.....	6,187	6,187	0	13,150	15,212	*2,062
Connecticut.....	7,261	8,330	*1,069	56,151	66,028	*9,877
Florida.....	3,039	3,457	*418	18,887	19,200	*313
Georgia.....	500	800	*300	3,700	3,740	*40
Illinois, 1st.....	1,494,922	1,345,066	149,856	10,404,173	11,247,813	*843,640
Illinois, 5th.....	4,720	8,016	*3,296	42,503	45,433	*2,930
Illinois, 8th.....	47,308	55,570	*8,262	350,907	362,843	*11,936
Illinois, 13th.....	1,425	2,205	*780	12,874	17,587	*4,713
Indiana, 6th.....	17,561	17,561	0	102,048	102,048	0
Indiana, 7th.....	55,683	37,282	18,401	304,538	378,717	*74,179
Iowa, 3d.....	75,887	56,332	19,555	430,594	365,594	65,000
Iowa, 4th.....	19,199	17,791	1,408	128,356	16,324	112,032
Kansas.....	3,670	5,712	*2,042	33,157	35,526	*2,369
Kentucky, 2d.....	2,841,812	3,145,131	*303,319	26,339,312	27,238,929	*899,617
Kentucky, 5th.....	234,822	276,721	*41,899	1,981,547	1,981,547	0
Kentucky, 7th.....	3,130	3,130	0	25,164	25,164	0
Kentucky, 8th.....	3,287	3,287	0	18,987	18,987	0
Maryland.....	1,471,538	1,255,847	215,691	8,850,354	8,875,956	*25,602
Massachusetts.....	15,622	11,085	4,537	92,854	78,631	14,223
Michigan, 1st.....	1,983,451	1,783,729	199,722	12,429,233	10,973,215	1,456,018
Michigan, 4th.....	6,546	7,930	*1,384	42,546	37,153	5,393
Minnesota.....	19,885	16,181	3,704	113,185	99,450	13,735
Missouri, 1st.....	6,238,944	6,071,287	167,657	39,196,319	41,242,819	*2,046,501
Missouri, 6th.....	26,042	40,102	*14,060	144,657	170,432	*25,775
Montana.....	2,720	1,072	1,648	15,068	12,072	2,996
Nebraska.....	4,198	8,863	*4,665	50,815	57,137	*6,322
New Hampshire.....	652	265	387	3,218	2,193	1,025
New Jersey, 1st.....	739	645	94	3,243	3,147	96
New Jersey, 5th.....	2,280,353	1,985,441	294,912	14,766,012	14,582,562	183,450
New Mexico.....	720	2,633	*1,913	14,970	22,334	*7,364
New York, 1st.....	28,830	10,280	18,550	194,643	49,516	145,127
New York, 2d.....	678,934	869,112	*190,178	4,175,960	4,361,560	*185,600
New York, 3d.....	31,089	47,068	*15,979	226,801	599,308	*372,507
New York, 14th.....	146,942	141,187	5,755	940,943	916,997	23,946
New York, 21st.....	93,730	108,026	*14,296	743,288	664,777	78,511
New York, 28th.....	62,987	63,830	*843	403,032	443,282	*40,250
North Carolina, 4th.....	3,856,105	3,856,105	0	21,881,778	21,881,778	0
North Carolina, 5th.....	3,168,315	3,168,315	0	19,255,979	14,621,084	4,634,895
N. and S. Dakota.....	390	253	137	2,543	3,771	*1,228
Ohio, 1st.....	2,474,841	2,602,274	*127,433	16,692,605	18,074,122	*1,381,517
Ohio, 10th.....	168,042	168,042	0	1,083,481	1,083,481	0
Ohio, 11th.....	189,470	189,470	0	1,351,367	1,351,367	0
Ohio, 15th.....	29,904	30,562	*658	219,480	203,815	15,665
Oregon.....	2,694	2,668	26	13,485	16,306	*2,821
Pennsylvania, 1st.....	103,167	116,414	*13,247	682,306	794,024	*111,718
Pennsylvania, 9th.....	39,100	44,536	*5,436	255,734	266,255	*10,521
Pennsylvania, 12th.....	212,441	180,350	32,091	1,316,119	1,149,688	166,431
Pennsylvania, 23d.....	12,066	12,066	0	75,112	75,112	0
South Carolina.....	500	500	0	50	50	0
Tennessee.....	385,858	385,858	0	1,992,550	1,992,550	0
Texas, 3d.....	13,565	13,565	0	98,977	98,977	0
Texas, 4th.....	2,215	3,063	*848	12,453	11,383	1,070
Virginia, 2d.....	1,649,266	1,611,193	38,073	12,201,523	11,246,052	955,471
Virginia, 6th.....	303,952	684,213	*380,261	3,014,152	3,508,562	*494,410
West Virginia.....	545,114	545,114	0	3,394,980	3,394,980	0
Washington.....	2,692	2,389	303	10,245	12,481	*2,236
Wisconsin, 1st.....	517,585	547,370	*29,785	3,307,900	3,953,387	*645,487
Wisconsin, 2d.....	11,321	9,249	2,072	84,235	162,917	*78,682

CIGARS (Number).

State and District.	Month of Jan.		Increase or Decrease.*	7 Mos. ending Jan. 31		Increase or Decrease.*
	1908.	1907.		1908.	1907.	
Alabama.....	162,700	601,100	*438,400	8,254,750	4,029,910	*4,224,840
Arkansas.....	162,700	185,100	22,400	1,351,280	1,068,410	282,870
California, 1st.....	4,575,800	4,751,710	*175,910	22,559,670	31,308,740	*8,749,070
California, 4th.....	940,650	995,900	*55,250	6,765,696	7,262,490	*496,794
Colorado.....	1,690,650	2,231,650	*541,000	13,798,816	15,406,620	*1,607,804
Connecticut.....	5,646,160	5,875,946	*229,786	47,670,087	43,781,798	*3,888,289
Florida.....	18,787,246	30,043,346	*11,256,100	203,973,495	225,129,410	*21,155,915
Georgia.....	480,666	824,050	*343,384	5,023,446	6,796,623	*1,773,177
Illinois, 1st.....	16,179,173	18,624,233	*2,445,060	129,601,618	140,113,296	*10,511,678
Illinois, 5th.....	1,989,980	2,236,776	*246,796	15,669,288	16,402,251	*732,963
Illinois, 8th.....	5,478,050	5,413,216	64,834	41,452,659	41,167,904	284,755
Illinois, 13th.....	1,406,800	1,433,400	*26,600	11,372,830	11,638,976	*266,146
Indiana, 6th.....	3,372,460	3,153,300	219,160	24,319,673	24,162,400	157,273
Indiana, 7th.....	1,864,338	1,941,420	*77,084	12,640,565	13,670,444	*1,029,879
Iowa, 3d.....	6,049,936	6,226,576	*176,640	45,162,334	42,837,358	2,324,976
Iowa, 4th.....	1,890,166	2,076,580	*186,414	14,854,137	16,287,562	*1,433,425
Kansas.....	171,360	171,360	0	1,438,636	1,438,636	0
Kentucky, 2d.....	3,189,300	4,753,316	*1,564,016	29,990,430	32,060,581	*2,070,151
Kentucky, 5th.....	498,660	671,946	*173,286	8,107,228	5,599,852	*2,507,376
Kentucky, 7th.....	370,000	370,000	0	2,463,350	2,463,350	0
Kentucky, 8th.....	21,000	21,000	0	143,720	143,720	0
Maryland.....	7,287,480	8,015,630	*728,150	64,895,150	65,443,100	*547,950
Massachusetts.....	13,452,738	14,370,673	*917,935	119,424,477	114,132,701	5,291,776
Michigan, 1st.....	14,207,473	17,125,966	*2,918,493	126,913,806	131,101,281	*4,187,475
Michigan, 4th.....	5,557,770	5,191,406	366,364	42,804,631	41,833,240	971,391
Minnesota.....	5,473,736	5,817,300	*343,564	45,893,531	46,890,858	*997,327
Missouri, 1st.....	3,898,420	4,186,170	*287,750	31,026,963	31,650,884	*623,921
Missouri, 6th.....	1,337,970	1,574,290	*236,320	11,036,900	11,906,256	*869,356
Montana.....	1,068,226	1,212,726	*144,500	8,788,978	8,727,323	61,655
Nebraska.....	2,244,500	2,356,350	*111,850	16,732,350	16,896,020	*163,670
New Hampshire.....	2,515,280	2,207,170	308,110	30,027,707	18,718,759	11,308,948
New Jersey, 1st.....	3,461,860	3,048,160	413,700	33,183,230	32,700,210	483,020
New Jersey, 5th.....	28,279,739	38,854,673	*10,574,934	235,949,089	259,957,706	*24,008,617
New Mexico.....	188,710	246,126	*57,416	1,213,536	1,525,372	*311,836
New York, 1st.....	6,972,170	9,184,570	*2,212,400	58,480,020	59,959,940	*1,479,920
New York, 2d.....	15,423,310	23,930,150	*8,506,840	142,962,300	138,131,510	*4,830,790
New York, 3d.....	41,633,730	65,436,470	*23,802,740	382,812,530	479,087,900	*96,275,370
New York, 14th.....	8,031,900	12,198,563	*4,166,663	82,287,588	92,424,799	*10,137,211
New York, 21st.....	13,885,880	14,339,780	*453,900	115,798,490	120,875,730	*5,077,240
New York, 28th.....	4,763,350	5,028,710	*265,360	34,394,310	37,819,100	*3,424,790
North Carolina, 4th.....	12,100	13,150	*1,050	132,310	112,850	19,460
North Carolina, 5th.....	849,023	823,650	25,373	6,655,848	6,250,576	405,272
Ohio, 1st.....	15,446,390	20,788,990	*5,342,600	141,784,653	163,896,273	*22,111,620
Ohio, 10th.....	9,577,713	8,762,960	814,753	69,208,787	58,866,601	10,342,186
Ohio, 11th.....	10,030,150	9,675,843	354,307	80,894,650	76,225,782	4,668,868
Ohio, 15th.....	12,378,120	16,109,180	*3,731,060	110,110,990	117,325,120	*7,214,130
Oregon.....	738,200	720,320	17,880	5,127,330	5,188,630	*61,300
Pennsylvania, 1st.....	43,039,950	55,358,500	*12,318,550	363,458,160	415,991,290	*52,533,130
Pennsylvania, 9th.....	51,780,200	67,419,800	*15,639,600	458,906,180	468,906,180	0
Pennsylvania, 12th.....	4,761,326	3,238,580	1,522,746	34,944,014	29,586,408	5,357,606
Pennsylvania, 23d.....	31,387,630	31,387,630	0	247,181,510	247,181,510	0
South Carolina.....	775,850	735,100	40,750	8,976,200	8,891,375	84,825
Tennessee.....	1,009,000	1,009,000	0	7,065,350	7,065,350	0
Texas, 3d.....	912,163	912,163	0	6,628,516	6,628,516	0
Texas, 4th.....	333,673	433,900	*100,227	1,845,986	2,972,626	*1,126,640
Virginia, 2d.....	13,648,300	20,135,920	*6,487,620	126,287,650	147,973,240	*21,685,590
Virginia, 6th.....	1,980,930	2,581,000	*600,070	16,901,080	16,735,673	165,407
West Virginia.....	9,948,770	9,948,770	0	71,729,900	71,729,900	0
Washington.....	1,180,536	1,254,450	*73,914	9,246,775	9,071,130	175,645
Wisconsin, 1st.....	5,617,183	5,990,916	*373,733	45,873,021	46,114,607	*241,586
Wisconsin, 2d.....	3,016,750	3,371,900	*355,150	24,673,310	25,216,470	*543,160

LITTLE CIGARS (Number).

State and District.	Month of Jan.		Increase or Decrease.*	7 Mos. ending Jan. 31		Increase or Decrease.*
	1908.	1907.		1908.	1907.	
California, 1st.....	5,000	4,000	1,000	11,000	21,000	*10,000
Connecticut.....	12,000	14,000	*2,000	91,000	201,000	*110,000
Illinois, 1st.....	2,000	8,000	*6,000	24,500	70,407	*45,907
Iowa, 4th.....	10,000	10,000	0	30,000	115,000	*85,000
Louisiana.....	28,185,000	36,238,000	*8,053,000	157,600,000	194,370,500	*36,770,500
Maryland.....	2,500	2,500	0	1,000	1,000	0
Massachusetts.....	218,000	410,000	*192,000	1,505,555	3,300,185	*1,794,630
Missouri, 6th.....	7,555,500	5,104,500	2,450,500	18,444,500	15,218,500	3,226,000
New Jersey, 5th.....	2,671,000	8,881,000	*6,180,000	21,583,000	46,794,500	*25,211,500
New York, 1st.....	1,751,000	4,622,000	*2,872,000	16,309,000	81,962,500	*14,653,500
New York, 2d.....	101,000	156,000	*55,000	13,000	34,000	*21,000
New York, 3dth.....	1,000	1,000	*1,000	1,006,500	1,148,055	*144,555
Ohio, 18th.....	18,242,000	9,069,000	4,179,000	4,000	8,000	*4,000
Pennsylvania, 1st.....	61,000	69,000	*8,000	89,259,500	55,057,500	34,191,500
Pennsylvania, 9th.....	208,000	208,000	0	381,500	575,851	*194,351
Pennsylvania, 18th.....	18,000,000	17,005,000	994,500	111,000,000	116,330,500	*5,330,500
Pennsylvania, 23d.....						
Virginia, 3d.....						

SHIPMENTS FROM TAMPA

for the two weeks ending February 22, comprise the following:

New York—	Cigars.	Cases
Y. Pendas & Alvarez	24	
Bustillo Bros. & Diaz	21	
R. H. Macy & Co.	13	
Salvador Rodriguez	9	
Berriman Bros.	9	
National Cigar Stands Co.	9	
United Cigar Stores Co.	9	
Sam'l I. Davis & Co.	8	
F. Garcia & Bros.	8	
Acker, Merrill & Condit Co.	8	
Metropolitan Tobacco Co.	7	
Balbin Bros.	6	
L. Sanchez & Co.	6	
Montevierno & Co.	6	
G. S. Nicholas & Co.	5	
M. Perez Co.	5	
Arguelles, Lopez & Bro.	5	
Sanchez y Hermanos	4	
M. Stachelberg & Co.	3	
Jose Lovera Co.	3	
Austin, Nichols & Co.	2	
Francis H. Leggett & Co.	2	
V. Guerra, Diaz & Co.	2	
Geo. L. Storm & Co.	2	
Joe Bouchman	1	
M. H. Smith	1	
F. Lozano, Son & Co.	1	
Jose Escalante & Co.	1	
John W. Surbrug	1	
Garcia & Vega	1	
A. Ramirez & Co.	1	
Hoffman Cigar Co.	1	
Clark, Chapin & Bushnell	1	
W. Diaz	1	
E. E. Beckley	1	
H. Lowenthal	1	
Carlos Fernandez & Co.	1	
G. W. Faber	1	
Chicago, Ill.—		
Henry Horner & Co.	11	
Gonzalez, Fisher & Co.	9	
Celestino Vega & Co.	7	
Best & Russell Co.	6	
A. Santaella y Ca.	5	
Ruhstrat-Cowley Co.	5	
Upmann & Wilcox	4	
Grommes & Ullrich	3	
United Cigar Stores Co.	3	
Berriman Bros.	2	
Reid, Murdoch & Co.	2	
Clarence Hirschhorn & Co.	2	
Franklin MacVeagh & Co.	1	
P. Van Schaack & Son	1	
J. & B. Moos, Inc.	1	
H. M. Schermerhorn, Inc.	1	
Perfecto Garcia	1	
Order	1	
The Kaserky Co.	1	
Ramon Cigar Co.	1	
J. H. & F. L. Wells	1	
F. Couthouli	1	
Julius Marx & Co.	1	
E. Hoffman Co.	1	
Chapin & Gore	1	
Lilienfeld Bros. & Co.	1	

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"DOUBLE GRAND PRIZE" ST. LOUIS EXPOSITION 1904

Sprague, Warner & Co.	1
San Francisco—	
Ehrman Bros. & Co.	34
M. A. Gunst & Co.	23
M. Blaskower Co.	12
E. Wolf & Co.	10
Horn & Co.	10
Bouquet-Cohn Cigar Co.	7
Rinaldo & Beebe	4
Sam Newmark	4
L. A. Sawyer	3

Michaelitschke Bros. & Co.	3
Glasser Bros.	4
Nestand & Co.	2
Mat Ordenstein & Co.	2
R. J. Boyer	2
M. Euphrat & Co.	2
Wellman, Peck & Co.	2
Paul Borchardt	1
Al Hart	1
Goldberg, Bowen & Co.	1
J. A. Foster	1
Manuel Alonzo	1
N. P. Peterson	1
Willard Bros.	1

Atlanta, Ga.—	
Thomas Pitts	5
Independent Cigar Co.	2
T. H. McGahee	2
R. L. Palmer	2
Southern Soda Co.	1
Durand Restaurant Co.	1
N. Tipton Co.	1
Cline & Hirsch	1
Albany, Ga.—	
Americus Grocery Co.	1
Ashville, N. C.—	
J. B. Wells	1
Slayden, Hakes & Co.	1

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BEARING THIS BAND WITH OUR TRADE
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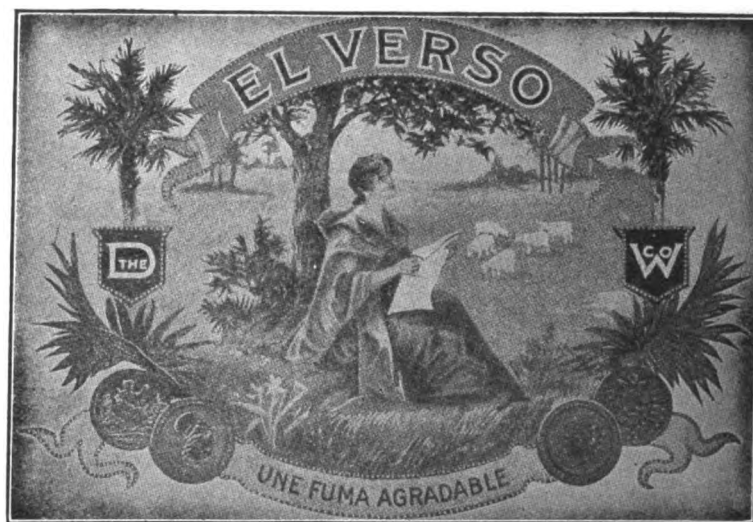
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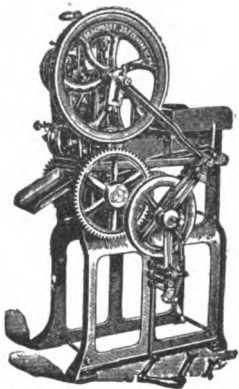


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Austin, Tex.—
Abe Frank 1
S. Goldstein 1
Augusta, Ga.—
John J. Miller 3
Burdell-Cooper Tobacco Co. 1
R. C. Norrell & Co. 1
Reid & Son 1
Birmingham, Ala.—
Dewberry Drug Co. 2
R. D. Burnett Cigar and Tobacco Co. 1
Pathen-Pope Co. 1
Ward & Dauthett Cigar Co. 1

C. C. Snider 1
Mercantile Cigar Co. 1
J. M. Martinez Co. 1
Boston, Mass.—
Estabrook & Eaton 10
S. S. Pierce Co. 4
Geo. H. Greenwood 1
C. B. Perkins & Co. 1
Bernard Lett & Co. 1
Ehrlich & Kopf 1
Pitts & Co. 1
Walter-Rintels Drug Co. 1
Theo. Metcalf Co. 1
Bradford, Pa.—
New St. James Hotel 1
B. F. McBride 1
Baltimore, Md.—
El Arte Cigar Co. 2
Acker, Merrill & Condit Co. 2
Ed Wischmeyer & Co. 2
Lilly, Dungan & Co. 2
Wm. Boucher 1
Milton Nathan 1
Buffalo, N. Y.—
Blakeslee & Snyder Co. 3
Reid & Co. 1
R. J. Seidenberg 1
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Murray Drug Co. 2

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W. W. Abbott 1	Memphis, Tenn.—
Cleveland, O.—	J. Samelson & Co. 4
R. & W. Jenkinson Co. 14	S. L. Lee & Sons 3
Louis Kline Cigar Co. 4	J. H. Swazenberg 2
The Weideman Co. 2	K. M. Lee 2
N. Gleichman 1	Tom Morton Tobacco Co. 2
Sam Richman 1	Memphis Drug Co. 2
Ben Rich 1	Steinberg & Son 2
J. & B. Moos, Inc. 1	Pimford Liquor Co. 1
Babcock Hardware Co. 1	L. A. Sawyer 1
Birnbaum & Co. 1	James Reichart & Co. 1
Charleston, S. C.—	N. B. Malley, Sons Co. 1
C. C. Plenge 2	Curry, McGraw & Co. 1
Maxon Drug Co. 1	Minneapolis, Minn.—
Burwell & Dunn Co. 1	Minneapolis Drug Co. 7
Council Bluffs, Ia.—	G. R. Newell & Co. 1
E. E. Hart 1	M. A. Grosse 1
Maloney Cigar Co. 1	Sherman Smith 1
Perego & Moore 1	Smith & Ewing 1
Charlotte, N. C.—	Allenson & Murphy Co. 1
Burwell & Dunn Co. 2	Ferris & Grady 1
H. Dowd 1	Macon, Ga.—
Chattanooga, Tenn.—	A. J. Long Cigar and Tobacco Co. 1
J. W. Kelley & Co. 2	Patrick Slaven 1
Stagmacir & Fletcher 1	Thomas H. Freeman 1
F. & L. Saloshin 1	Lamar-Taylor-Riley Drug Co. 1
J. N. Drapper 1	Parker Railway News Co. 1
Trotter Bros. 1	Montgomery, Ala.—
Cincinnati, O.—	Mayer & Mohr 7
J. & B. Moos, Inc. 5	Durr Drug Co. 4
Henry Straus 2	T. G. Mattox Cigar Co. 3
Dan. A. Wolf 2	H. M. Mablee & Co. 2
Leo Bamberger 2	H. M. Hobbie Grocery Co. 2
Jos. R. Peeples' Sons Co. 1	Gorel Bros. 1
Labold & Newburgh Co. 1	M. Pellegrine 1
Denver, Col.—	W. A. May 1
Niles & Moser Cigar Co. 7	Montgomery Bottling Works 1
C. S. Morey Mercantile Co. 5	H. L. Tallors 1
Sexton Cigar Co. 3	J. A. Young 1
Stanley-Estabrook Mercantile Co. 2	Windsor Hotel Bar 1
Royal Liquor Co. 1	W. Loeb Grocery Co. 1
Canfield & Brooks 1	H. C. Hickey Hotel Co. 1
Dallas, Tex.—	Bodenheimer Cigar Co. 1
E. Epstein & Co. 7	Busy Bee Co. 1
Platter Tobacco Co. 2	Marietta, Ga.—
Albert F. Hunt 1	Gaunt Hodges 1
Best & Russell Co. 1	Lamar, Taylor & Riley Drug Co. 1
Des Moines, Ia.—	Milwaukee, Wis.—
C. C. Taft & Co. 2	Fay Lewis & Bros. Co. 3
J. M. Lee 1	Hotel Pfister 2
J. & B. Moos, Inc. 1	Leo Abraham 2
Davenport, Ia.—	Isador Lederer 1
Hickey Bros. 3	Roundy, Peckham & Dexter 1
James D. Higgin 1	Nashville, Tenn.—
Duluth, Minn.—	Engelhardt Bros. 5
Ron-Fernandez Cigar Co. 5	Zibart Bros. 1
Wright-Clarkson Mercantile Co. 1	New Orleans, La.—
Detroit Mich.—	Order 11
Cadillac Cigar Co. 4	Louisiana Tobacco Co. 5
E. M. Harris & Co. 1	Chas. Meyers & Co. 2
A. J. Gaws 1	Max Guerdand 1
John T. Woodhouse & Co. 1	Glaser Bros. 1
Lee, Cady & Smart 1	F. Hollender & Co. 1
Fort Dodge, Ia.—	Crescent News and Hotel Co. 1
Martin Bros. 1	Omaha, Neb.—
Wm. Rose Co. 1	Moritz Meyer Cigar Co. 1
Grand Rapids, Mich.—	A. J. Sherett Cigar Co. 1
N. Schneider & Co. 1	Wallerstein & Co. 1
Peninsular Club 1	Oakland, Cal.—
Houston, Tex.—	R. J. Boyer 4
J. Lowenstein & Sons 2	Estate Henry Sutliff 2
Jonas Wolf 1	B. Bercovich 1
E. M. Block 1	Oklahoma City Okla.—
Indianapolis, Ind.—	Williamson & Halsey Frasier Co. 2
H. Crane & Son 3	Patterson & Hoffman 1
Brinkmeyer, Kuhn & Co. 1	Prescott, Ariz.—
Pierson Cigar Co. 1	A. W. Robinson 1
Jacksonville, Fla.—	Peoria, Ill.—
C. B. Van Deman Co. 7	Oakford & Fahnestock 2
Porter, Mallard & Co. 7	E. A. Strause & Co. 1
J. S. Pinkusohn Cigar Co. 5	Providence, R. I.—
C. W. Bartleson Co. 3	Wellington Distributing Co. 1
Stringfellow & Doty 3	J. M. Anthony & Co. 1
C. W. Treadwell 1	Philadelphia, Pa.—
Lucy & Sheffield 1	M. J. Dalton 16
E. L. Stevenson Co. 1	Dusel, Goodloe & Co. 6
Knoxville, Tenn.—	Yahn & McDonnell 4
C. M. Goode 1	Coates Coleman 2
Borches & Co. 1	H. B. Grauley 2
Kansas City, Mo.—	T. H. Hart & Co. 1
Rothenberg & Schloss Cigar Co. 18	Wm. F. Conley & Son 1
Niles & Moser Cigar Co. 9	Robert Stelle 1
Wm. A. Stickney Cigar Co. 5	Showree & Fryer 1
Goldblatt Bros. 4	James N. Levy 1
Order 2	Pittsburg, Pa.—
Ridenour-Baker Grocer Co. 2	Reymer & Bros. 5
Hershberger & Rosenthal 1	R. & W. Jenkinson Co. 3
Fred Wolferman 1	W. J. Gilmore 2
Haas Cigar Co. 1	Duquesne Club 1
Lynchburg, Va.—	L. Goldsmith Bros. & Co. 1
L. Goodman & Co. 2	Raubitschek Bros. 1
Lansing, Mich.—	Siller, Narten, Barnes Co. 1
F. W. McKinley, Estate 1	Portland, Or.—
H. J. Downey's Sons 1	Allen & Lewis 10
Los Angeles, Cal.—	M. A. Gunst & Co. 5
M. A. Gunst & Co. 21	J. R. Smith Cigar Co. 4
George W. Walker 16	C. T. Ziskie 2
Klauber Wangenheim Co. 9	Sig Sichel & Co. 2
H. Jevne Co. 5	Hart Cigar Co. 1
Kingsbaker Bros. & Co. 3	Pueblo, Col.—
Wm. E. Allison Co. 2	Collins Cigar Co. 2
California Club 2	J. E. Taylor & Co. 1
A. Schramm 2	Rochester, N. Y.—
Haas-Baruch Co. 1	Joseph T. Snyder 1
Order 1	A. D. Fouches 1
Louisville, Ky.—	R. J. Parkin 1
Robinson-Petot Co. 3	Dorogoton Importing Co. 1
R. D. Bakrow & Bros. 2	H. P. Brewster 1
Blanchard Bros. 1	David Baker 1
T. W. Hunt 2	Frank & 1
La Crosse, Wis.—	

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The "Royal Banner" Cigar

Here's a 10c. Seed and Havana cigar that has never at any time fallen below the high standard set for it years ago. Its superior quality has been, and will be maintained at any cost. Wherever good cigars are sold - wherever particular smokers are found, there also will the "Royal Banner" be in evidence. Made in six sizes.

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PETITE

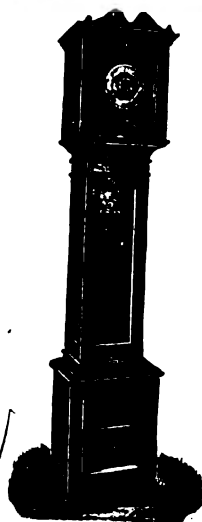
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in Cigar Stockrooms or "Humidors" carrying
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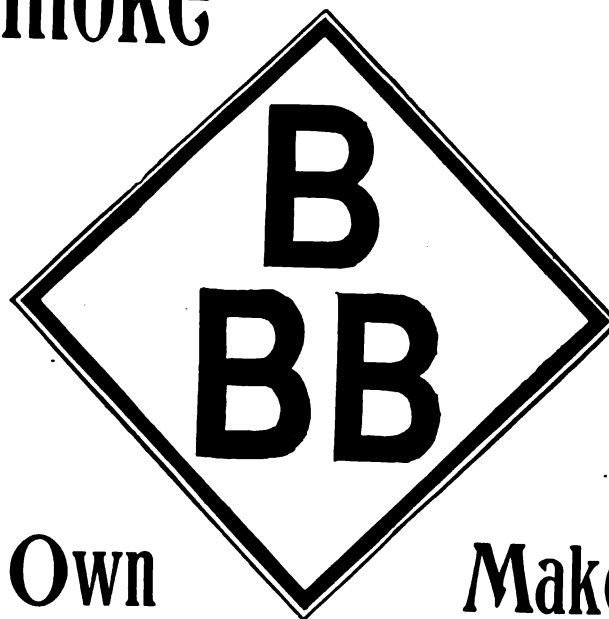
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O'Conner & Wilson Co.	1	Wendt-Bristol Co., Columbus, O.	1
Lewis & Whelan	1	McKnight Grocery Co., Cairo, Ill.	1
John T. Whelan	1	Copper Queen Mining Co., Bisbee, Ariz.	1
Savannah, Ga.—		Algonquin Hotel Co., Dayton, O.	1
M. A. Gunst & Co.	26	Interstate Grocery Co., Eufaula, Ala.	1
Geo. W. Friedman	2	Brooks, Spreight & Co., Decatur, Ala.	1
J. S. Oppenheimer Cigar Co.	1	Jacob Hartz, Evansville, Ind.	1
Sacramento, Cal.—		J. R. Thornton, Eberton, Ga.	1
Lindley & Co.	2	J. M. Simon, Florence, Ala.	1
Hall-Luhrs Co.	1	Ft. Wayne Drug Co., Ft. Wayne, Ind.	1
Selma, Ala.—		Coleman-Lane Cigar Co., Ft. Worth, Tex.	1
Bemish & Meyer	3	Harry W. Watson, Flint, Mich.	1
M. J. Elkin & Co.	3	L. Samuels, Fresno, Cal.	1
M. & E. Lanier	3	Lindley & Co., Helena, Mont.	1
St. Paul, Minn.—		Georgetown Drug Co., Georgetown, S. C.	1
J. H. Allen & Co.	3	Edward House Co., Jackson, Miss.	1
Noyes Bros. & Cutler	2	Peoples' Drug Co., Janesville, Wis.	1
Thos. W. Short	1	Sam P. Fitzgerald, Kalamazoo, Mich.	1
E. Nonnan	1	City Drug Co., LaGrange, Ga.	1
Hotel Savoy	1	C. G. Stocken, Lafayette, Ind.	1
U. St. Marie	1	E. Hirsch, Meridian, Miss.	1
P. C. Gillette	1	Hotel Marinett, Marinett, Wis.	1
W. S. Conrad	1	Smoke House, Mansfield, O.	1
H. W. Johnson	1	Steve Seilinger, Norfolk, Va.	1
Sioux City, Ia.—		New Jersey Tobacco Co., Newark, N. J.	1
George M. Conway	2	F. S. Finney, Ogden, Utah	1
C. A. Koonz & Co.	1	George W. Friend, Portsmouth, O.	1
Nave-McCord Co.	1	George C. Show, Portland, Me.	1
L. Meyer	1	Louis Bear Co., Pensacola, Fla.	1
Seattle, Wash.—		F. Henry Fesgate, Quincy, Ill.	1
Santos Buzaglo Co.	21	Hotel Plaza, Rockledge, Fla.	1
Schwabacher Bros. & Co.	14	Alex Schwartz, Richmond, Va.	1
W. S. Grinsfelder & Co.	4	Bobbitt-Wayne Drug Co., Raleigh, N. C.	1
Fisher Bros.	2	J. A. Cohen, Roxbury, Mass.	1
Stewart-Holmes Drug Co.	2	N. F. Taylor, Shreveport, La.	1
J. R. Brewster	2	Peter Musto, Stockton, Cal.	1
Mason, Ehrman & Co.	1	Kohl Cigar Co., Sheboygan, Wis.	1
H. O. Sheney	1	George Lee, Springfield, O.	1
M. A. Gunst & Co.	1	F. S. Godfrey, Scranton, Pa.	1
F. B. Bourg	1	F. W. Allen, Springfield, Ill.	1
Salt Lake City, Utah—		Oppenheimer Cigar Co., Saginaw, Mich.	1
Hemenway & Moser	10	Wallace M. Ann, Shawnee, Okla.	1
Wm. A. Stickney Cigar Co.	4	J. H. Blackwell, Trenton, N. J.	1
James McTierney	1	Tillmann & Bendel, Tillmann's Station, Cal.	1
Geo. W. Morgan	1	Mills Drug Co., Tifton, Ga.	1
Mahon Liquor Co.	1	F. L. Gilbert, Terre Haute, Ind.	1
Springfield, Mo.—		C. W. Cooper, Thomasville, Ga.	1
Creighton Provision Co.	1	Fisher & Husch, Vicksburg, Miss.	1
J. D. LeBolt	1	J. N. Brey, Vincennes, Ind.	1
St. Louis, Mo.—		Buchman & Barker, Visalia, Cal.	1
Chas. P. Stanley Cigar Co.	21		
Meyer Bros. Drug Co.	8		
Wm. A. Stickney Cigar Co.	7		
Moss & Lowenhaupt	7		
L. D. Braden	4		
Louis Sarazan	3		
Hotel Jefferson	2		
Herschel & Bendheim	2		
George E. Spencer	2		
T. Wright & Co.	2		
G. C. Spencer Cigar Co.	1		
A. E. Pearson & Co.	1		
Peter Hauptmann Tobacco Co.	1		
Ernest R. Rauh	1		
C. Lottman Cigar Co.	1		
Spokane, Wash.—			
M. A. Gunst & Co.	12		
Mason, Ehrman & Co.	2		
Washington Liquor Co.	1		
W. S. Grinsfelder & Co.	1		
Tacoma, Wash.—			
Cohen Cigar Co.	2		
Prince Cigar Co.	2		
Geo. M. Schroeder	1		
Toledo, O.—			
Church & McConnell	2		
Berdan & Co.	2		
Julius Kramer	1		
J. & B. Moos, Inc.	1		
N. K. West	1		
Tuscaloosa, Fla.—			
McLester & Van Hoose	1		
Utica, N. Y.—			
J. N. Bobb & Co.	1		
J. T. Murray	1		
Washington, D. C.—			
Geo. W. Cochran & Co.	3		
Daniel Loughran	1		
Zanesville, O.—			
R. R. Goebel	1		
C. B. McNeal	1		
Various points—			
Palace Hotel, Reno, Nev.	5		
Carnes & Reese, Huntsville, Ala.	4		
Louis S. Cohn, Butte, Mont.	4		
J. M. Loeb, Beaumont, Tex.	4		
D. J. Hamilton, Clinton, Ia.	3		
Pollock & Dougherty, Youngstown, O.	2		
Frankle Bros., Youngstown, O.	2		
J. T. Hancock, Dubuque, Ia.	2		
Block & Meyer, Little Rock, Ark.	2		
B. Bercovich, San Jose, Cal.	2		
Wichita Wholesale Grocery Co. Wichita, Kan.	1		
Gem Cigar Co. Wilmington, Del.	1		
Hollin Bros., Bloomington, Ill.	1		
H. A. Graef's Sons, Bloomington, Ill.	1		
E. F. Clark, Battlecreek, Mich.	1		

Previously reported 1,290

3,955

Total since Jan. 1 4,345

Same time last year 8,282

Decrease this year 3,937

A SHREWD ADVERTISER

Senator Clark, at a studio tea in New York, declared that his recent purchase for \$40,000 of Jules Breton's "Harvesting of the Poppies" was a bargain. Then he added:

"I have got such a bargain as a small tobacco dealer tried to get last Easter. An advertising agent told me about it. 'The tobacco dealer called at a newspaper office and pointed out the half-page tobacco advertisement of a powerful firm.

"Is this advertisement to appear again?" he asked.

"Oh, yes," replied the clerk. "It is to appear all Easter week."

"Well," said the dealer, "just insert this small card of mine immediately below it."

"And he handed the clerk a card that said:

"JOHN SMITH,
Cigars and Tobacco,
Supplies All the Goods Described in the
Above Advertisement:
SAME QUALITY AND
TWENTY PER CENT. CHEAPER."

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T. ENGLEHARDT & CO.

Manufacturers of

CLEAR HAVANA CIGARS

Tampa, Florida

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Frank R. Diaz

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Tampa, Florida



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JUDGE WRIGHT

JUDGE WRIGHT



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5¢ CIGAR

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APPEARANCE AND TASTE

J. B. Newman Cigar Co. Mfrs. Cleveland, O.

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Imperialette Cigars

Reduced to Ten for Fifteen Cents

(Formerly our 10 for 20c. Leader)
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Established 1860

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JOSE ESCALANTE & CO.

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LANCASTER MARKET ACTIVE QUIET IN INDIANAPOLIS

Some 1906 Tobacco Is Now Being Sold But Dealers Are Confident that Business
—One-Fifth of the New Crop Will Improve—Klugel's Pipe

Has Changed Hands

Trade Is Good

LANCASTER, Pa., Feb. 26.—The opinion very generally prevails that Lancaster County will give the leaf tobacco trade a large quantity of excellent B's from its 1907 crop, and at a price fair to the packers, in spite of the present reluctance of the growers to sell. It is well to bear in mind the prediction, however, that the percentage of black rot in these goods will be unusually large, the indications pointing that way. There are more than indications to go on, in fact, for the early tobacco that has been force-sweated shows the black rot to an unusual degree. While the bulk of the 1907 crop showed short, narrow leaves, these were unusually heavy, and in spite of the low prices, compared with those of last year, the growers will make money. The knowing men of the trade do not believe the reports of a decreased acreage next season, for the very excellent reason that the farmer has no crop that comes near what he can get for an acre of tobacco.

It is estimated that nearly one-fifth of the new crop has already been sold, and a quantity has already been delivered. The late favorable stripping weather put the growers on the jump, and they are losing no time in getting their crops ready for inspection. A good deal of new tobacco was bought during the past week, and it is expected that buying will open up very actively within the next two or three weeks, though local packers are not much in evidence among the buyers yet. They are holding back from heavy buying in order to see what defects the force-sweated early tobacco will show up.

Most of the dealers are doing some business now in 1906 tobacco, more or less, and the amount sold during the past week will aggregate a goodly number of cases. Among the largest sales were 325 cases to various parties by Siesel & Tole, and 126 cases by A. B. Hess. The prices received for the goods of these two firms are not given, but eighteen and nineteen cents actual weight appear to be the prevailing prices. Some extra goods brought a cent or two more, while some not so good brought a little less. It may be stated in passing that 1906 tobacco that sold recently below fifteen cents went at that price for particular reasons, and it may be stated emphatically that it by no means represented the actual market price. A. B. Londeheimer recently sold thirty-two cases of extra good leaf at twenty-two cents, and John McLaughlin got twenty-two and one-half cents for ten cases.

The bottom has by no means dropped out of prices here, nor is there any likelihood of any such catastrophe. Everybody feels convinced that if only the cigar trade would take a spurt leaf tobacco would begin moving rapidly, but during the past week the cigar industry was very dull indeed, orders coming in very slowly. Before leaving the subject of the new crop it may be stated that while a number of sales were made lately at ten and three and four, the bulk of the sales were at eight and two and three, and a cent or two under eight cents.

In the United States District Court, S. S. Watts has been appointed receiver of Charles M. Cline, individually, and C. M. Cline & Co., cigar manufacturers of Terre Hill, his bond being fixed at \$20,000. Charles M. Cline was declared an involuntary bankrupt, the petitioning creditors and their claims being A. M. Cline, \$16,810; J. H. Rumrill, \$1,123; and M. M. Fry & Co., \$4,332.26. Mr. Cline, who operated one of the largest factories in Terre Hill, is now among the missing, and he has left behind him his wife and seven children. It is believed his financial obligations will reach nearly \$25,000.

The big new Hotel Wheatland, which has one of the largest cigar trades in the city, has just had erected at the rear of the lobby a fine humidior, which is provided with one of the latest style air clarifiers and moisteners. Proprietor E. H. Shoe keeps right abreast of the times.

The tobacco trade figured some in last week's municipal election. Frank B. Trout, manufacturer, was re-elected a School Director, and John J. Jeffries, leaf dealer, was defeated for Director. Charles B. Lehman, George A. Wallace and Jacob L. Frey were elected Common Councilmen, and Simon Shissler, manufacturer, was defeated for that body. A. M. S.

INDIANAPOLIS, Ind., Feb. 20.—The usual quietness at this time of the season has struck Indianapolis, but as to future prospects, there is more confidence expressed than one would imagine, and this in itself will have a telling effect, and the business of 1908 will be of satisfactory volume. The dealers who take this view base it upon the great quantity of merchandise that has been sold so far this year to the farmers, who are generally conceded to be much better off than they were a few years ago.

Mr. Donahoe, in the Board of Trade building, has a nice Opia display in his window, and is featuring Rigbys, Monogram and the La Toco ten-cent cigar.

Hamilton, Harris & Co. are doing a nice business in their cigar department. They are handling a number of their own brands as well as all the popular lines. Their business so far this year is ahead of 1907.

"Tom" Alford, manager of the large cigar department of the A. Kiefer Drug Co., is again back at his desk, having returned from the East the first part of the week.

Gus Neuwald, broker, of Altoona, Pa., was in the city this week and called on the Steinberg & Steiner Co., cigar jobbers.

Dan Manheimer, of the Imperial Cigar Co., of Lancaster, Pa., was also a visitor this week. He reports his business as being good.

One of the most enterprising jobbing concerns of the State is that of H. Crane & Son, headquarters in this city. They also conduct retail stores in Evansville and Noblesville. All their brands are going well and gaining in popularity. Their business is known as the House of Crane. They now have on exhibition at their headquarters here a large white stuffed crane, said to be the largest in the country.

Henry Reger, cigar manufacturer and jobber, states his wholesale business is fair. He is pushing the News and Little Havana, which brands he has been making for some years.

Away out on Indiana avenue, near the canal, there is a little establishment known as the Yeller cigar store. This place is owned by Oscar G. Klugel, and quite a nice cigar and tobacco trade he has, too, for a business so far out, but Mr. Klugel does more than sell cigars. He is known as the pipe man—that is, he repairs pipes and he holds the distinction of being the only man in the State who can successfully repair all kinds of pipes, either briar or meerschaums; and for coloring meerschaum pipes, he is a dandy. He has more of this kind of business than he can attend to at this time of the year, and he says if it keeps up this way he will have to get larger quarters.

J. H. and Ed. Wrenick, jobbers and retailers of Connorsville, Ind., were in the city this week trying to find out if the retail business in Indianapolis is as good as in Connorsville. They have two beautiful stands in that town, one on Central avenue and one in the McFarland Hotel. They have just taken on a new line of cigars, the Saboroso, made by Vetterlein Bros., of Philadelphia, Pa.

The cigar stand on North Pennsylvania street, formerly conducted by C. W. Kriel, takes on a gloomy appearance since it was closed the first of the month. There have been several cigar men who have been trying to secure this place, but on account of the rent being raised from \$175 per month to \$250, it is very doubtful if any one with common sense will want it now, as that rent is away out of reason for that location, inasmuch as a two-year lease is all that can be obtained. The entire stock and fixtures will likely be sold at auction the first of next week.

G. C. Clouds, formerly with the Steinberg & Steiner Co., has been connected with the Donahoe Cigar Co. since the first of the year.

The new city directory for 1908 made its appearance the first of the week. It shows an increase in population of about 12,000 people during last year, and also shows an increase of about nine retail cigar stores, showing that the retail cigar business is growing in proportion to the population.

"Jack" Merriam, of the Roycroft shop, was a visitor to Indianapolis this week.

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Independent Factory

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest
Vuelta Abajo
Tobacco
Exclusively



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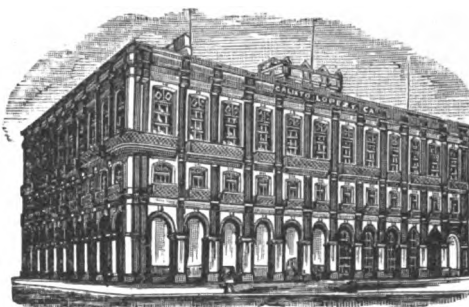
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Cigars Made Strictly of the Very Best
VUELTA ABAJO TOBACCO

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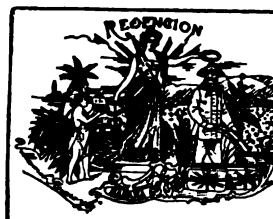
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70 to
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VENANCIO DIAZ, Special

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MANUEL MENENDEZ PARRA

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Specialties**Santa Clara and Manicaragua**of the
Finest Grades**AMISTAD, COR. BARCELONA, HAVANA, CUBA**

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Inspection by American buyers invited

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HOYO DE MONTERREY, LA ESCEPCION, AND EL VINYET

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VALERIANO GUTIERREZ, Bowling Green Bldg., 11 Broadway, New York**MARK A. POLLACK****Leaf Tobacco Broker and Exporter**

Cable: Pollack

Office and Warehouse: Rayo 44, Havana, Cuba

RECEIVERS FOR CIGAR FIRM

A. W. Gieske and B. Rosenheim Appointed in That Capacity for Pachholder & Co.

BALTIMORE, Md., Feb. 24.—The local option fight now on in the State Legislature promises to grow more exciting as it progresses. Last week about 200 friends of the measure invaded the State capital and on the twenty-seventh of this month one of the opposing organizations with even stronger forces will have its hearing before the temperance committee. General opinion concedes local option to all the counties of the State and high license to Baltimore.

Local trade conditions appear to show some improvement, although purchases are being made among the trade on a very conservative basis, and strong efforts are shown to collect outstanding accounts. One manufacturing concern who since the first of the year have been working on short time, have today resumed on full time and are advertising for cigar-makers. The leaf market is quiet, due greatly to the heavy stocks now held by local manufacturers.

R. I. Gresset, for some time with the Birnbaum Cigar Co., has leased the cigar stand in the Commercial lunch room on North Calvert street. This is quite a prominent location with a good window for display purposes, and should develop into a paying proposition under the able management, which the new proprietor is well equipped to give it. Many of the popular brands are carried, including Bouquet de Eduardo H. Gato, and Sanchez y Haya in clear Havanas, and Commercial, a private five-cent brand, made by Elliot, Ottenheimer & Elliot.

Hopper, McGaw & Co. are at this time strongly featuring the Flor de Rivali (Manrara Bros. Co.), which has taken a foremost place in their large and varied stock. Upmann's Club House (Carl Upmann) has been recently taken on here, and Mr. Rouse, in charge of the cigar department, states that by the way they have started off, they will indeed soon be in everybody's mouth. El Rey del Mundo is reported to be leading all other imported brands at this time.

No kicks from either the wholesale or retail departments of A. Fader, who reports that business is bowling along at a good rate and going ahead of last year. A galaxy of prominent brands appear in the cases here, all giving their wonted satisfaction. Hernan Cortez (Cortez Cigar Co.), La Bondad (Bustillo Bros. & Diaz), Flor de L. Sanchez & Co. (L. Sanchez & Co.), and American (E. Regensburg & Sons). The celebrated Fader five-cent cigars continue to hold a high place in local retail circles.

Messrs. Alfred W. Gieske and Benjamin Rosenheim were appointed receivers to take charge of the affairs of A. M. Pachholder & Co. by Judge Morris in the United States Court and were bonded for \$4,000. The appointment was made on petition of Geiske & Neimann and M. Kemper & Sons, who are creditors to the amount of \$730.10. The answer filed by the defendants admitted their inability to pay their debts on account of failure to collect outstanding accounts. The receivers have been given permission by the Court to continue the business and are filling orders with usual promptness. The receivers are working on the accounts of the firm and expect to make up their schedule of liabilities and assets by next week, when a detailed statement will be made.

J. H. Dreisch is making extensive improvements at his store on North Howard street. New cases have been installed and a rearrangement of the entire store is under way. Hernan Cortez (Cortez Cigar Co.) continues the leader in clear Havanas, but it is expected other brands will soon be added to make up a complete line. American Rose Buds and J. H. D., two Dreisch products, are proving popular at five cents.

C. R. Morrison reports an increasing volume of trade at his Howard street store and pool parlor. This place, since being enlarged, has become very attractive. La Mia (Y. Pendas & Alvarez) Sanchez y Haya; Bouquet de Eduardo H. Gato, and Luis Martinez (Martinez Havana Co.) prove good trade-makers at this stand.

Among a number of the manufacturers business appears to come along in seasonable volume, although at this time of the year there are seldom any rushes, and the ability to maintain full factory

forces is to be considered a satisfactory condition.

The American Tobacco Co. are moving much of their tobacco from the disturbed districts of Kentucky, twelve hundred hogsheads having been stored in this city last week, and it is understood there will be more to follow.

State Senator Goldsborough, who at the last session of the Legislature introduced the anti-cigarette bill, which met with so much opposition and was finally defeated through the efforts of the Retail Cigar Dealers' Association of Baltimore, upon being interviewed, stated that he would have no such measure to introduce at this session. He also remarked that he found such a measure would only be used as a "bell ringer" in the House of Delegates.

In the Baltimore street window of the Birnbaum Cigar Co. are artistically displayed Farragut (Y. Pendas & Alvarez), Domino (Wm. Parsons & Co.) and F. Lozano (F. Lozano, Son & Co.), all brands being in high favor at this store. Henry the Fourth (Bustillo Bros. & Diaz) has also grown to be a successful trade-maker here, and is carried in a number of sizes.

J. Robt. Wheeler, representing S. Rosin & Sons, is a visitor to this city.

The weeds of temper often destroy the blossoms of happiness. NEHOC.

BETTER IN QUAKER CITY

Retailers Note Improvement — Nat Rice's Visit — Duncan & Moorhead To Handle Cuban Cigarettes

PHILADELPHIA, Pa., Feb. 24.—There has been a change in trade conditions only so far as the retailers are concerned. They report a slight improvement last week, but in other branches conditions have not changed. The financial report of a commercial agency for the past week says: "Tobacco sales are fair. Local factories are quiet. Western orders for cigars have fallen off some, and as money is hard to collect, home houses buy as little as they can, expecting lower prices. Havana Remedios, second capaduras, of 1906 crop, is hard to find, is much inquired for and sells at sixty to sixty-five cents, the firsts being eighty to eighty-five cents. There has been some buying of 1907 at forty-five to fifty cents, but that has stopped, the buyers expecting to get it for less money later."

Nat. Rice, vice-president of H. L. Savory & Co., manufacturers of Savory cigarettes, is here visiting the trade.

Duncan & Moorhead, distributors and importers, have taken on two new Cuban cigarettes, the Boch y Ca. and the Henry Clay, for which brands they are local agents.

J. W. Rutherford reports sales very gratifying on their Webster brand, especially on the finer sizes.

Porto Rican cigars are fast gaining a strong hold with many of the best local retailers. The only question to solve is, are they filling the wants of the "Al Havana" smokers, or are they making a new following for themselves. From week to week we can see the cigars sliding into prominent places in the best stores in town.

J. M. Wilson, 1420 Chestnut street, is making a fine showing with the Flor de Lovera (Jose Lovera Co.), carrying many sizes.

It was understood that the Quaker City Cigar Co. would begin manufacturing cigars today. They are occupying the Teller factory on Locust street.

A. B. Cunningham & Co., 37-39 North Second street, are erecting one of the largest and most up-to-date humidors in the city. It will occupy a prominent position in their new store, which has more floor space than any other jobbing house in town.

Out-of-town visitors were "Billie" Taylor (Romeo y Julieta), W. P. Bushell (Jose Lovera Co.), H. G. Alces (Simon Batt & Co.), and Hi. Hammer (Corral, Wodiska y Ca.).

The offer of twenty-five cents on the dollar made by Robert Klee to his creditors recently will probably not be accepted. Three judgments have recently been taken against him. PHILLIE.

Park & Tilford state that local trade on high-grade imported and domestic cigars will compare favorably with other years. As yet the Havana strike has not affected their source of supply, and the stock in the Park & Tilford humidors is complete in every respect.

G. S. NICHOLAS & CO.

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the INDEPENDENT FACTORIES OF HAVANA all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

41-43 Beaver Street, New York

Independent Standard Brand of Havana High-Grade Cigars

LOPEZ & CO. Makers



96 Gervasio Street, Havana, Cuba.

SEGUNDO ALVAREZ y CA

Manufacturers of the Well-Known Independent Brands of High-Grade Vuelta Abajo Cigars

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Y SUS ANEXAS
LEALTAD No. 110, HABANA
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RODRIGUEZ, ARGUELLES & CO. PROPRIETORS



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"I Stand for Quality"

PETE DAILEY

Popular Cigar

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T. J. DUNN & CO., Makers

401-405 East 91st St., New York

SECOND TO NONE



M. RODRIGUEZ & CO.

Manufacturers of
HIGHEST GRADE

Fine Havana Cigars
EXCLUSIVELY

Duane St. and W. Broadway
NEW YORK

GEO. ALCES, GEN. REPRESENTATIVE

Leading Brands: MI ADELINA, BRUNITA, FLOR DE MONTANEZ, LA MELINDA

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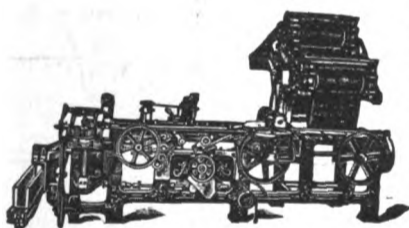
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ERLICH MANUFACTURING CO.

Manufacturers of Clear Havana Cigars

241-243 W. Broadway, New York

and TAMPA, FLORIDA



LUDINGTON CIGARETTE MACHINE

The only Machine yet in-
vented to manufacture Turk-
ish and Egyptian cigarettes of
the highest grade, with narrow
lap, printed in two colors.

F. J. LUDINGTON

Inventor & Manufacturer, Waterbury, Conn.



ANDRES DIAZ & COMPANY

Manufacturers of Genuine

Clear Havana Cigars Exclusively

94 MURRAY ST., NEW YORK

YANKEE DIPLOMAT DIAMOND DIP

The New Five-Cent Cigars

M. DIAMOND, Maker, Passaic, N. J.

THEOBALD & OPPENHEIMER CO.

Manufacturers of



High Grade
Hand Made
CIGARS

111-117 N. Third Street
PHILADELPHIA



Challenges Comparison

WHITE KNIGHT

Five-Cent Cigar

MORRIS D. NEUMANN & CO., 117 S. Second St., Phila.



GUMPERT BROS.

Manufacturers of

HIGH GRADE CIGARS

1226 Filbert Street

Philadelphia, Pa.

HERBERT E. WALTER.

ERNEST ASCHER.

H·E·WALTER & CO.
CIGAR MANUFACTURERS

FACTORY No 377 | 1295 & 1297 SECOND AVE | FACTORY No 34
KEY WEST, FLA. | NEW YORK. | 3RD DIST. N.Y.



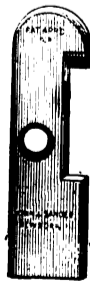
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