

Health Tobacco Company

7 EAST 17TH STREET.

New York,
April 19, 1904.

Mr G. R. Solomon,

Dear Sir:

We desire to call to your attention our "Health Cigars", and as to our responsibility, we refer to the National City Bank, National Bank of Commerce, and Chase National Bank, all of New York City.

As we know you will agree, it is well to talk of things as they are and in a temperate way. Speaking temperately and without prejudice, the use of Tobacco is not injurious to a very large percentage of its consumers if used in moderation. Excessive smoking however, is decidedly injurious, affecting the heart, the nerves and the throat, and some men are so constituted as not to be able to use tobacco without injury even in moderation. You are perfectly aware of the reason of its being harmful; it is the taking into the system of the volatilized nicotine, which is the very essence of tobacco. Unfortunately this narcotic is also the characteristic ingredient of tobacco, and tobacco with the nicotine taken out is as dry leaves--as Hamlet with Hamlet left out.

It has long been known that Tannic Acid in proper quantities will render the nicotine in tobacco insoluble, prevent its volatilization, and render it therefore innocuous. The trouble has been that the application of Tannic Acid would also destroy the tobacco. The invention of Dr. Hugo Gerold, of the University of Halle, Germany, has been the proper combination of Tannic Acid with an essential oil, and the proper appli-

HEALTH TOBACCO CO.

cation of that combination to tobacco to produce the desired insolubility and non-volatilization of the nicotine and yet leave the tobacco with its original flavor, aroma, and other delightful characteristics. The process has been a great commercial success in Germany, and cigars treated with the identical process used by us are very popular there.

We own this process and it is protected by United States patents. We are Manufacturing two grades of cigars:

First: A cigar within the reach of all, packed 50 in a box, Concha Regalia size, at \$5.00 per 100, an extremely mild and satisfactory smoke.

Another: Packed in two sizes, filled with the finest Havana Tobacco, and of superior quality to any cigar made in this country at anything like the same price.

The Diplomatico, packed 50 in a box, at \$7.50 per 100, is intended for very moderate smokers, or when a short smoke is desirable.

The Club House, packed 50 in a box, at \$9.00 per 100, 4-3/4 inches long, perfection as an after dinner smoke.

We prepay express or mail charges to all points in the United States.

We are sure you will be interested in this cigar, and you may not know which size you would prefer so we have had packed a sample box containing 4 Concha Regalia, 4 Diplomatico and 5 Club House--13 Cigars in all which we will be glad to forward, carriage charges prepaid, on receipt of \$1.00.

Yours very truly,

Health Tobacco Co