

ON THE LIGHTER Side

April 15, 1986

Vol. III, No. 4

ETC., Etc., etc.

Today is Tax Paying Day for the American People - - do you realize that according to statistics, the USofA has the lowest rate of "Non-taxpayers" of any country in the world? That's because we are all AFRAID of that formidable "Brotherhood" called the IRS! Until last year there were many of us who would go tripping to our CPA's office, sign an extension form and be on our way without the pain of turning loose of our dollars. But then the Government caught on to our tricks and said 'why should the people make interest on this money when we can.' Then the rule changed and even if we get an extension, we are required to pay what we estimate is our liability. So today, without my usual smile, I signed the extension form my CPA presented and handed him a check written in blood, through my tears, payable to the IRS!!!

(The above feelings are those of the Editor and not necessarily of any of the members of OTLS)

Last month Andy Morgan came to Dallas to "set up" at our monthly Fair Park Flea Market. And, of course, your Editor had to go inspect his booth! What a great booth Andy had - - not just lighters - - although a lot of those - - but railroad and military items as well as a lot of other things. As the customers swarmed on him, I was amazed at the number of railroad and military collectors! Since a 'bird in the hand is worth...' I stayed and interviewed Andrew for this month's "Spotlight."
More later....

Judith

IN THE SPOTLIGHT....

FROM RAILROADS TO FLEA MARKETS

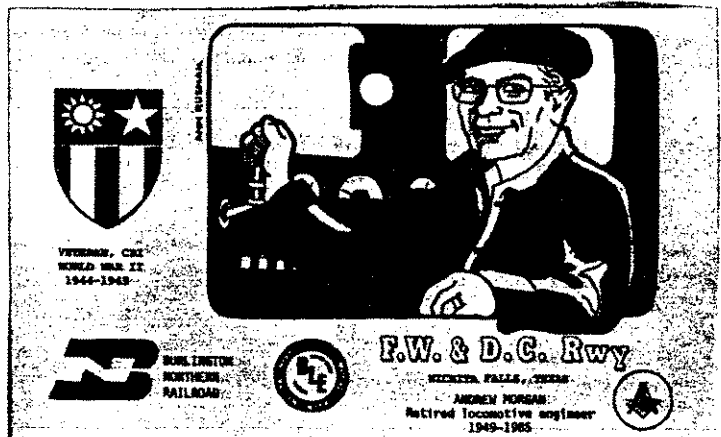
Having recently retired from the railroad, Andy Morgan found he had a lot of spare time and decided to become a Flea Market Dealer. Over the years with the railroad he had accumulated a lot of railroad items and also military memorabilia - - and of course lighters. So he had the stock to start "Flea Marketing."

In between the Flea Markets, Andrew and his wife, Lucille, live in Wichita Falls. They have one son, Larry, who is grown and married.

Andrew went to work on the railroad in 1949 as a Fireman and eventually ended up as an Engineer. Andy told me that he has always been interested in lighters, as well as old mechanical pencils, and he has some of the best "prime condition" mechanical pencil/lighters I have ever seen. Another beautiful lighter has LBJ's signature on it.

When Andrew retired one friend of his designed a "personalized" postcard for him, and another friend had it printed. The picture below is a 'reduced' xerox of his postcard (the actual size is regular postcard size). (Andy, why isn't there anything about lighters on your postcard?)

So far Andy has set up at the Okla. City, Wichita Falls and Fair Park Flea Markets. He told me he has done especially well at the Okla. City market and will be back there often.



of a publication called PIPE LINE, which is for pipesmokers, collectors, etc. He also helps write articles for TOBACCO, another publication in England. Jacques has submitted the following article, which he had written for TOBACCO, which I take great pleasure in using with his permission in our paper. If any of you are interested in subscribing to PIPE LINE, just drop Jacques a line. He will be happy to hear from you.

TECHNICAL ADVANCES HAVE HELPED THE DEVELOPMENT OF

LIGHTERS FOR PIPEMEN

Bert Workis
Jacques Cole

Ever since the invention of the modern flint which paved the way to the development of the handy pocket lighter, manufacturers have had pipesmokers in mind as users requiring different specifications for their needs. The first suitable pipe lighter was fitted with a woven tinder wick. It could be applied directly onto tobacco and was most useful in the trenches during World War I, when a visible flame had to be avoided.

Ingenious adaptations of cartridge cases using petrol as the fuel made good pipe lighters with a flame that could stand up to wind and weather.

PETROL SMELL WAS A DETERRENT

Petrol lighters had one drawback for pipesmokers and that was the smell of the fuel, the same problem affected cigar smokers. Between the wars and since then suppliers have greatly improved petrol lighter fuels in order to eliminate this objection; and at the same time satisfying the needs of women carrying lighters in their handbags. Ronsonol was the pioneer in perfumed lighter fuels.

Two notable pipe lighters introduced in the 1930's were a version of the Dunhill Unique (both as pocket and table lighter) and the Thorens Teleflam. Both had extendable wicks for pipe lighting.

DEVELOPMENT OF GAS LIGHTERS

It was only the introduction of butane gas as a fuel which really created a wider demand for pipe lighters, particularly from the new generations of pipesmokers who wanted to get away from the traditional use of matches. The creation of a lighter that could project a flame at an angle was the development which made the pipe lighter come into its own. The development has been consolidated over the past decade and now most manufacturers are able to offer a specific lighter with a flame at right angles to the instrument. Of course, most modern gas lighters are suitable for the pipe depending on the way they are held, as the original Ronson Varaflame and the

same can also be said of disposable lighters, such as the Djeep, Clix and Chukka for instance which make very suitable pipe lighters. The remaining problem has been one of capacity.

Pipe lighting requires the flame to be lit longer than for cigarettes, and re-lighting can take place all too often with beginners. Flint activated lighters are usually blessed with a larger capacity than the electronics which need more space for the works. But it is really a question of how much use the consumer requires and his choice.

It might be a good idea if manufacturers gave some indication of capacity. This would not deter from smaller lighters but rather guide the pipesmoker towards his requirements, if his needs were a larger capacity model. In any case, there is no reason for a smoker not to have more than one lighter suited to the occasion.

OVER 200 MODELS

There are in the region of forty five to fifty different pipe lighters now on the market which, if multiplied by the number of finishes, represent well over 200 models. There are two main types. First, petrol lighters which are still popular, particularly amongst the

outdoor smokers, such as farmers, fishermen and spectators at outdoor sports, who find that flames are less likely to be blown out by wind and who have long appreciated that fresh air easily eliminates any petrol aroma: indeed petrol lighters are not a thing of the past, they are making a comeback. Manufacturers who dropped them from their ranges are now making them again.

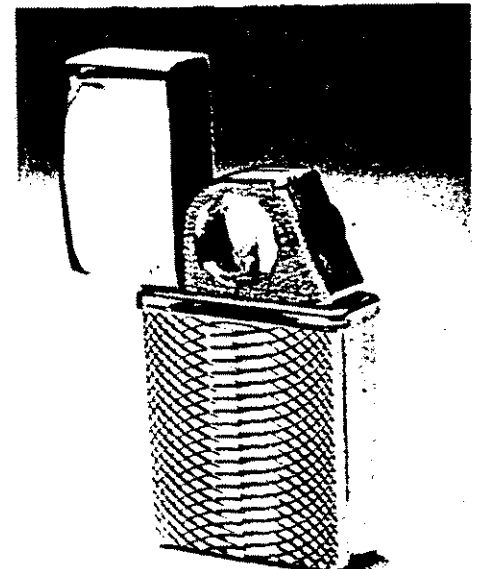
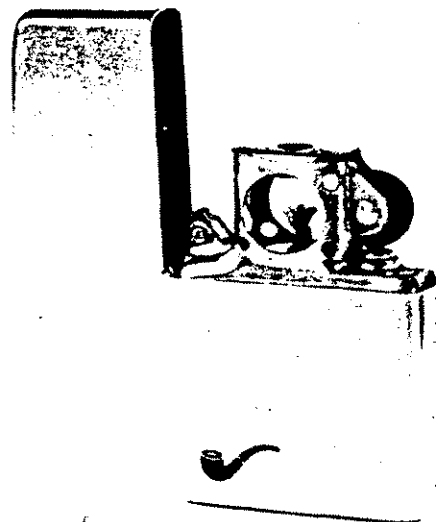
CHIMNEY TOP ACTION

The foremost petrol lighter for the pipe must be the Zippo, which features a chimney top action which can be placed above the pipe and the flame can be drawn on to the tobacco. A quality lighter, it has few real rivals, selling at £11.70, and £14.20 in a chrome and brass version.

The Zippo has competition from the Falcon Nimrod, in three finishes which retail at £9.55, and Hagemeyer's Haglon brand Windproof, in brushed or polished chrome at the very competitive price of £6.95. Although it is not sold as a pipe lighter, the Windproof Polo is a candidate if only because at RRP £3.75, in brass, it represents very good value for the user.

The second main type covers all the

Traditional styles with chimney top action: left the Zippo and right, the Falcon Nimrod.



comparing the merits rather than trade availability. they would have to be classified further in flint and piezo actions. Suffice to say that the type of action is very much a question of preference on the part of the user and the retailers.

The majority of models in this quite wide selection are mostly grouped in the £10 to £20 retail slot, with a few, depending mostly on the type of finish, reaching the £30 mark.

SUITABLE FOR MOST OUTLETS

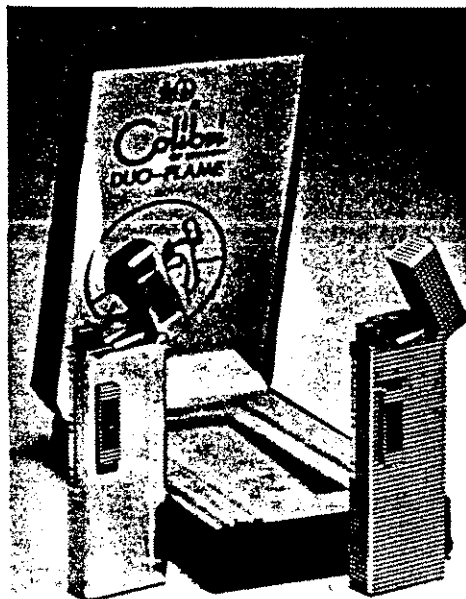
Even pipe lighters under £10 retail offer two distinct groups. Up to £5 the refillable Sigma Genie is priced at £2.95 and has a presentation which makes it suitable for most outlets, and ideal as a stand-by with generous price appeal. In their new range of smokers' requisites, Parker have also included a similar type at £2.25. The Prince Pipa comes into the same sector with a £2.95 tag and although it has been in short supply we understand that it is still available.

FLAME AT 45 DEGREES

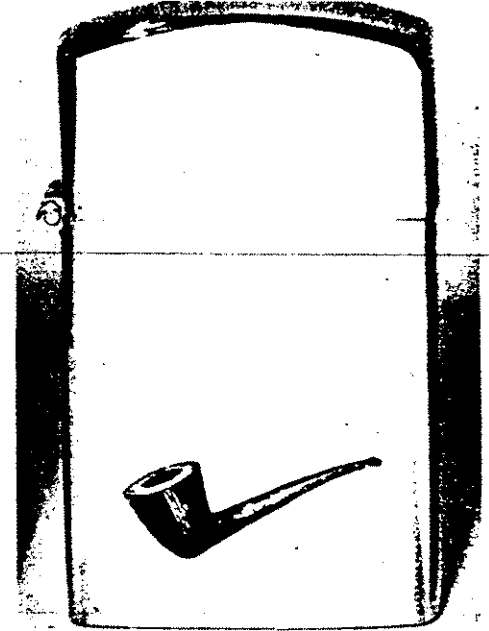
While all other gas pipe lighters have the flame at 90 degrees, Imco have for some years had a different variation. On the Imco Hit and the Imco G77-R, the flame is slanted at 45 degrees, these models retail at £4.25 and £3.95 respectively and are made in the traditional sturdy Imco way.

From Hadson comes the Geneve, a slim but handy model in three finishes which is included in the Hadson Brand Budget scheme — the retailer can fix his own selling price — but can be sold at around £5.50, bringing us neatly past the £5 mark.

Left, our illustration shows clearly the flame position of the Colibri Duo-Flame. Right: The Colibri Pipeman.



Above: The Genie refillable. Right: The Haglon windproof petrol model. A pipe motif now appears on most pipe lighters.



The Duncan Pipe Lighter 501, in three finishes, is a roller-action flint model that retails at £8.95 and is keenly priced in a slot which is dominated by Kingsway Sarome with six lighters in a variety of finishes. Sarome's first price is £9.50 before emerging into the over ten pounds bracket, while Kingsway's new Ace, a flat model with a novel flame adjustment and in six finishes, retails at only £6.95. In the quartz action, Kingsway offer the E18 (£8.75) and the Nova (£9.95).

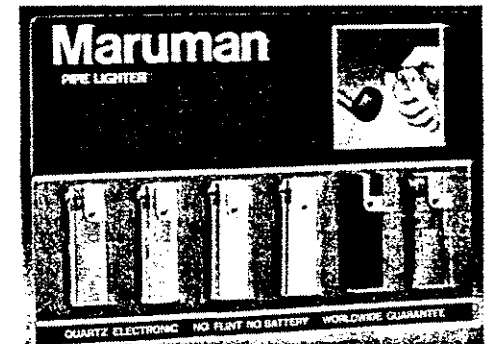
Rounding off the popular range below £10, Marksman's pipe lighters selling at £8.95 are also well within the main market from Sinclair Collis.

Models at over £10 are Sarome's £10.70 version of the lighter mentioned earlier, and an electronic quartz version retailing from £13.50 to £18.00 in a varying range of designs and finishes. At the upper end of the mar-

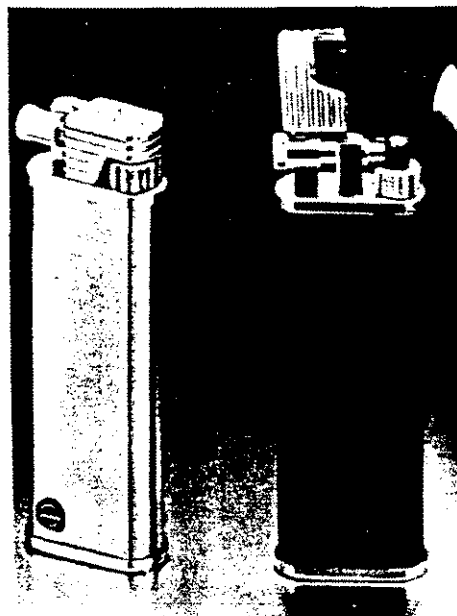
ket represented by both flint and piezo actions are designs from Colibri. The Pipeman covers four designs retailing from £17.95 to £19.95 and may well offer one of the best capacity in pipe lighters. The spark is flint activated, but the Colibri Duoflame is a piezo model selling at £19.95 up to £23.50. Again, a number of designs are spread over a price range, the most expensive being gold plated.

The Corona Old Boy is relatively new with two finishes at £27.50 and the Antique with pipe motifs to sell at £32.50 from Barling Pipes.

Hadson's Pipe 10 at just under £20 mark is available with flint roller action in four finishes.



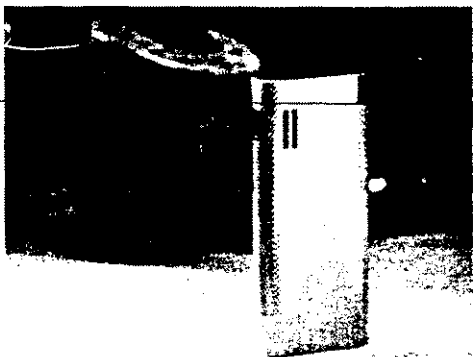
Maruman AP67P Artblaze.



Maruman offer the 67 pipe lighter, a flint model in three finishes. This has been on the market, proving itself a steady seller for some years featuring a vintage design, which some might call nostalgic. A nice lighter for £16.95. On the other hand, the new Maruman AP 67 P, under the Artblaze label is a quartz lighter, well placed at £14.95.

As can be seen, there is a balance in the general assortment offered between flint and quartz, some suppliers specialising in one action while others play the field with the two methods of ignition. For instance the Maxim Pipe 8 is a neat roller flint model (£16.85)

pipesmokers in the range. Similarly the Rowenta Pipa is also a roller lighter, but it points to the more affluent user with three finishes at £28.95, £32.95 and £37.



Savinelli pipe lighters has a built in tamper.

Also up-market is the pipe lighter by Savinelli, which is fitted with a built-in tamper with a first price at £39.95 but going right up to £93.50 for the gold plated model. Merton Pipes distribute Savinelli and Rowenta.

Getting back to earth, Win have had for some time two steady numbers. Win 7400 series and Statesman 6200 series (roller) pipe lighters retailing at £18.54 and £14.95 respectively. They are also available in gift sets with a pipe tool. The first is a quartz model and the other takes flints. Oppenheimer/Civic are gradually ex-

GBD Brand and that includes pipe lighters, mostly piezos ranging from £14.95 to £21.50. Additions to the range in 1986 may well be on the drawing board. The luxury market is a very special area in the trade. To cater for the pipesmoker who has practically everything, Dunhill market a silver plated model to sell at £99.00 and a gold plated version at £139.00. Since Dunhill can also make you a lighter in solid silver or gold and with precious stones, the sky will be the limit.

Creeping up towards the top is the Rowenta Butler, which is not strictly a pipe lighter, but a multi-purpose model, better as a table or desk lighter. A crystal electric, it is nonetheless quite suitable as a pipe lighter and is certainly a candidate for the title, having in its favour quite a large capacity.

WIDE RANGE AND GIFT SETS

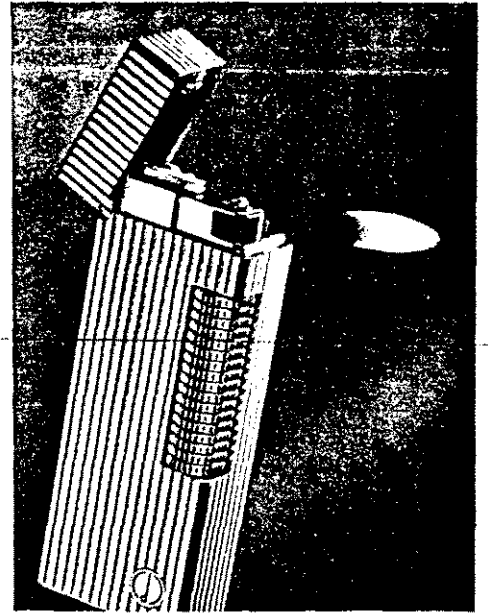
Pipe lighters can therefore be purchased from just over £2 upward, but with the bulk between £14 and £30 it represents a large area covering the pipesmoking public.

From the retailers' point of view, there is a wide range available which permits a measure of specialisation. Gift sets of pipes which also include a pipe lighter are being introduced, which may spread further the use of a

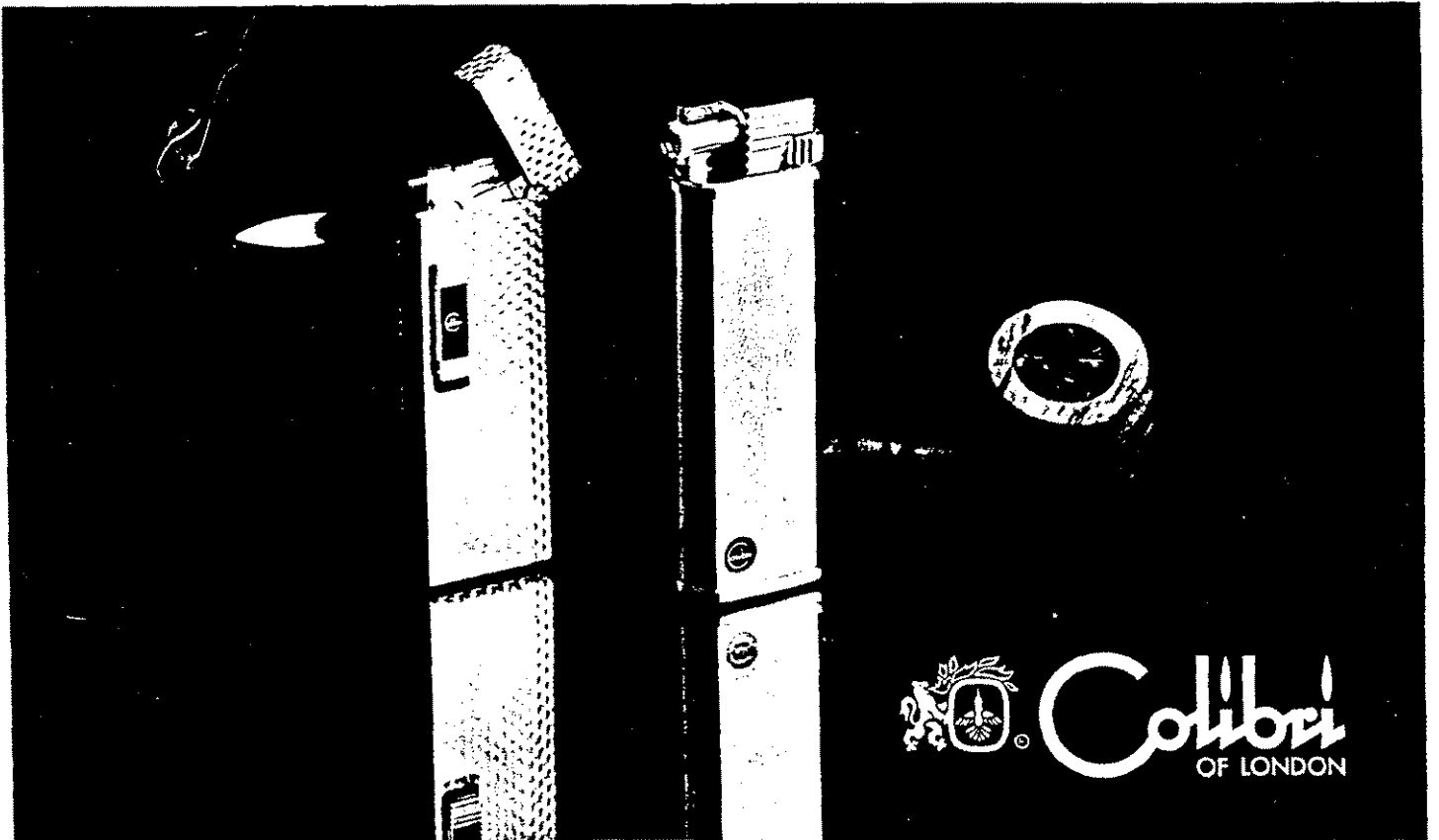
tact remains that compared with ten years ago, the interest has certainly grown in all quarters, whether makers, traders or consumers and there is scarcely one collection that does not have a lighter specifically for pipes.

Pipe lighters are more than a side line and still represent good business.

The most expensive, Dunhill.



BEAUTIFUL GIFT LIGHTERS - IDEAL FOR THE PIPE SMOKER



 **Colibri**
OF LONDON

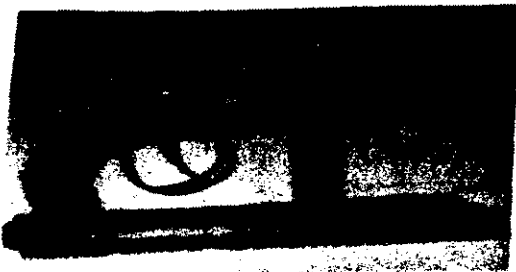
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For Sale or Trade

Herman Keith is interested in selling his lighters "if the price is right". He wants to sell it in its entirety and does not want to break it up. He is working on an inventory now. If you are interested in making an offer, contact him direct. NOTE: If anyone is interested in trying to make an offer jointly with your Editor and splitting the collection please let me know. I don't know if it is possible to "split" but it's a thought!

Silver & black pistol mounted on walnut base. Actual size is 8" long. \$5 plus postage. Judith Sanders



Miniature Coke Bottle lighter - one of the original one's, not a reproduction. \$10. Judith Sanders

For Sale or Trade

Many different advertising lighters for \$2 ea. If interested, let me know & I will xerox them. Judith Sanders.

Interesting ads for lighters from 40's & 50's. Also ads for other products. Let me know your interests. Good variety of ads. J. W. Kramer

Dallas Dealer would like to sell a Ronson "Banjo" lighter in original box. He wants \$200 for it. If interested, contact OTLS Office for more information.

I have 30 Ronson wired wicks. I will sell them for \$2.00 ea. You can make 2 wicks out of one. Send self-addressed envelope with \$2 and I will send wicks. Sidney Chase.

Wanted to Buy or Trade

14K gold lighter - must be in good working order and in good shape. Eddie Dektor

Interested in Ronson's from the 20's. Eddie Dektor

Wanted to Buy or Trade

Wanted: Any ceramic lighter that is marked "Made In Occupied Japan". Will buy or trade. Bob Gee

Want Dunhill lighters with watches in them. John Cuevas

Will trade cigarette lighters for old fountain pens. John Cuevas

Ronson "Bartender" lighter --will pay good price! Judith Sanders

Want to buy lighters for a reasonable price. Send picture & price and I'll respond soon after. Joe Fink

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For Lighter Collectors

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