

The TRUTH
about
BRIAR PIPES



KAUFMANN BROS. & BONDY, INC.
Makers of Fine Pipes
SINCE 1851

THE TRUTH ABOUT BRIAR PIPES

WHAT IS "BRIAR?"

The use of Bruyere root, or as it is commonly called "briar", in the manufacture of smoking pipes, dates back to the year 1850.

Many variations of wood, corn cobs, clay, porcelain, bone, walnut shells, metals and manufactured or molded material have been used, but it is generally recognized today there is no material so perfectly adapted for use in smoking pipes as briar.

WHERE FOUND

Briar belongs to the heather family, *Erica Arborea*. The bush grows mainly near the Mediterranean Sea in Calabria, Corsica, Sicily the Pyrenee Mountains, Greece and Albania.

The part used for pipes is the burl (a part of the root growing in size and shape somewhat like a pumpkin). It is a natural or uncultivated product which usually must attain the age of 40 years before acquiring any commercial value. (See illustration).



DIGGING AND CUTTING

These roots are dug up in the rainy season and are kept damp to prevent splitting until they are cut up into blocks, Ebauchons. (See illustration). The blocks are then graded for size, packed in burlap bags and shipped to the pipe factory. **Only after the blocks reach the pipe factory and the bowl has been turned or carved from them, is it possible to determine their value in a smoking pipe.** All briar is imported, but that is no guarantee of quality.



NO PIPE IS BETTER THAN THE BRIAR THAT'S IN IT

Briar varies enormously in quality like wheat or potatoes or anything else that grows. Some briar is quick growing and soft. The best briar is slow growing, tough and dense, from dry barren regions.

Our inspection department regularly finds a certain percentage of all briar actually **unfit** for pipes—The Jensen Smoke Tester, the microscope and now, for the first time, **Kaywoodie's** regular **serial X-Raying** have all demonstrated this.

VERY IMPORTANT

In order to give you a clear idea of the tremendous variation in value of briar root, we will take an average hundred blocks which come to us from abroad and show you exactly what happens

Examples of the various grades of briar bowls before they are covered with stain or finish.



before they leave our factory as finished pipes.

Only about **four** blocks will prove good enough to become \$3.50 **Drinkless Kaywoodie** pipes. Fifteen will be found suitable for our \$1.50 pipes. The next best quality, totaling about twenty bowls can be used in our \$1.00 pipes. The next thirty will be suitable only for 50¢ pipes, and of the remaining thirty-one bowls twenty can be used in our 25¢ pipe, and the last eleven will always be found in our manufacture unfit for any sort of pipe whatsoever.

You can readily see from this that if we, as the **largest manufacturers of pipes in the world** did not have an outlet for sale of the \$1.50, \$1.00, 50¢ and 25¢ pipes, the cost of the four **Drinkless Kaywoodie** pipes we get from each average one hundred blocks of briar root, would be so tremendous as to make their retail price prohibitive.

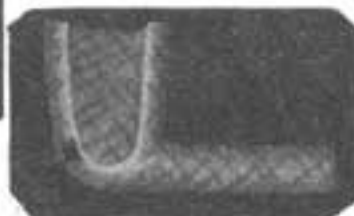
ONLY DRINKLESS KAYWOODIE USES X-RAY

Serial **X-Raying** of bowls, which is employed **only on Drinkless Kaywoodie**, regularly finds faulty grain structure, resin spots and pits which no ordinary inspection, no matter how skilled, would reveal. **X-Ray sees right through the pipe!** This is only **one of the many inspections and tests** which every part of a **Drinkless Kaywoodie** pipe must undergo before it leaves our factory.

Reproductions of Two X-Ray Photographs From Our Laboratory



**X-Ray Finds
Hidden Flaw**



**X-Ray Proves
Perfect Bowl**

ADDITIONAL FACTORS

While the perfection, grain structure and processing of the bowl in a briar pipe are naturally the most important factors in determining its smoking qualities and value, there are other contributing factors such as the type of mouth-piece and attachment used, the many mounting and finishing operations and balancing and styling throughout; all of which are in direct proportion to the retail value of the finished pipe.

We could fill a very large volume with interesting details and facts about briar pipes from the time the roots are dug abroad until they leave our factory here in America as finished pipes—facts and details acquired during our **84 years of experience** in the manufacture of fine smoking pipes, but the purpose of this little booklet is to give you a brief and accurate outline of the true facts which govern the variation in value or price of Briar pipes.

You get exactly what you pay for—no more, and certainly no less, if your pipe is the product of a reputable manufacturer.



Kaywoodie Synchro-Stem connection permits stem removal or replacement by simple quick turn of the wrist and assures **permanent** and **perfect** alignment of the stem and bowl.



Kaywoodie vulcanite mouthpiece. Only pure tested vulcanite is used—Hand finished and individually styled to fit each **Kaywoodie Pipe.**



The **Drinkless extension** in **Kaywoodie** keeps your smoke **dry.** Proved very important in results of 410 tests on the accurate Jensen smoke tester. (See Page 7).

410 SMOKING TESTS— JENSEN SMOKE TESTER

All well-known pipes were tested on the accurate Jensen Smoke Tester. Here are the results. The first table below shows temperatures of smoke above the temperature of surrounding air:

Drinkless Kaywoodie	+3.8F
Next Best—(domestic pipe)	+4.28F
Next Best—(domestic pipe)	+4.83F
Next Best—(domestic pipe)	+4.90F
Average of 31 Next Best	+8.22F

So-called "tar" is found in varying degrees in all pipe-smoke. It is likely to be very bitter, and spoil the taste of the smoke. Results of tests of tar follow:

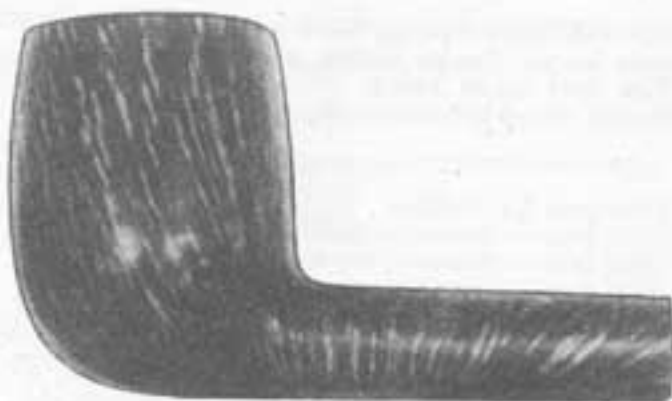
All tests made under identical smoking conditions. (Figures given in Parts.):

Drinkless Kaywoodie	49
Next Best—(domestic pipe)	52
Next Best—(foreign pipe)	58
Next Best—(domestic pipe)	60
Average of 31 Next Best	76
Maximum of TAR yielded equals . . .	100 PARTS

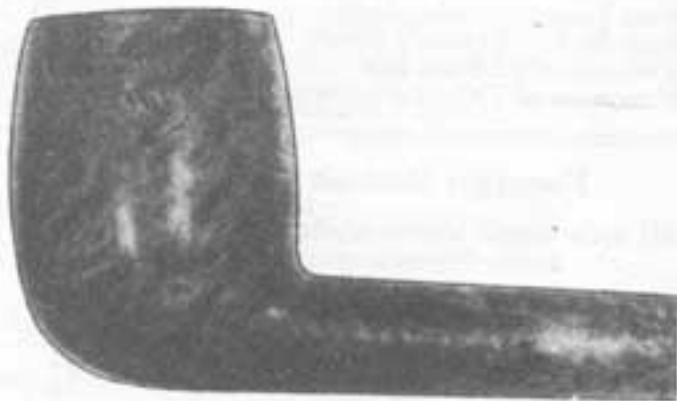
Foreign Bodies in Smoke

All tests made under identical smoking conditions. (Figures given in Parts.):

Drinkless Kaywoodie	5
Next Best—(domestic pipe)	10
Next Best—(domestic pipe)	12.5
Next Best—(foreign pipe)	12.5
Average of 31 Next Best	35.6
Maximum Foreign Bodies Found Equals	100 PARTS



Example of "flame graining" used
in Super Grain Kaywoodie



Example of regular briar graining

WHAT IS SUPER GRAIN KAYWOODIE?

Super Grains are rare specimen pipes; the bowls being selected from Grecian briar. Greece is the only virgin or unexploited territory remaining where there are roots many hundreds of years old.

They yield bowls with exquisite graining and beauty. The pipe smoker who wants something different and out of the ordinary in his briar pipe finds in **Super Grain Kaywoodie** a masterpiece of pipe grain.

TYPES OF GRAININGS



Plateau of Grecian briar from root
over 200 years old.

The "plateau" as it is called in the briar pipe industry is that part of the root between the outer surface and the core or heart. It is here the fine grainings are usually found; grainings designated in the pipe industry as "specimen bird's eye", "straight grain" and "flame grain". Frequently dozens of the giant Grecian roots will yield only the one perfect bowl

of proper graining which can be used in the **Super Grain Kaywoodie**. That is why the term "specimen briar" is applied to this pipe. Each **Super Grain Kaywoodie** is a specimen of perfection of grain, selected from giant roots; never found in young roots.

THERE IS A REASON FOR EVERYTHING

The present annual sales of **Drinkless Kaywoodie Pipes** are more than **eight times** the combined volume of all other brands of pipes retailing at \$3.00 or over.

Such dominance in the field of quality pipes is something that did not "just happen".

No other pipe in the world offers such a selection to the particular smoker. There are more than 400 individual styles and finishes to select from; designed not only for appearance, but for balance and comfort in the mouth as well.

Standard Drinkless Kaywoodies

are..... \$3.50

Super Grain Kaywoodies..... \$5.00

A WORD ABOUT THE CARE OF YOUR PIPE

A pipe does need a certain amount of care if it is to yield maximum smoking pleasure. If you will follow the simple procedure herein given you will be amply repaid for the little trouble required.

1. To break in, moisten inside bowl with wet finger, fill only half full of tobacco. Smoke slowly—don't refill until cool.
2. Remove the mouthpiece in your **Kaywoodie** after each smoke.—(The Synchro-Stem makes this possible with a simple quick turn of the wrist). Wipe the condensation from the Drinkless attachment with a piece of tissue or cloth.
3. Occasionally run a pipe cleaner dipped in **K. B. & B. Pipe Sweetener** through the stem and bowl shank.
4. Remove all but about one sixteenth inch of cake with dull knife or reamer when necessary.

(OVER)

5. Rest your pipe between smokes with the bowl **down**. Pipe smokers who know never refill a warm moist pipe. They rotate their pipes in smoking.

6. Don't knock on hard surfaces—Use the bottom of your hand; just as effective.

K. B. & B. Pipe Sweetener was developed and perfected in our own laboratory, principally for the definite purpose of adding to the ever increasing popularity of pipe smoking. It cleans, deodorizes and sweetens any pipe instantly.



The generous 25¢ bottle will last a long time. If your dealer doesn't have it send us 25¢ plus 5¢ for mailing and a bottle will be sent to you.

KAUFMANN BROS. & BONDY, Inc.
Established 1851
Empire State Building
New York City