Hunters & Frankau

EST. 1790

IMPORTERS & DISTRIBUTORS OF THE FINEST CIGARS

About us

Established in 1790, today we are the leading premium cigar importer and sole distributor of Cuban cigars for the UK.

Widely regarded as the finest in the world Cuban cigars, or Havanas as they are often known, have been our core business since the 1820s. In 1935, we helped design and launch Montecristo, now one of the world's best selling handmade brands. In 1990 our links with Cuba were strengthened when we were appointed the UK's Exclusive Distributor for all Havana brands by Habanos S.A. (the Cuban company that markets and distributes Havanas throughout the world), a position we still hold today. La Invicta, our own label cigar brand, sources the best tobacco from Nicaragua and Honduras and compliments our extensive handmade portfolio.

Our machine made cigars include Villiger from Switzerland, Guantanamera from Cuba and a wide range of Cuban minis and cigarillos which are manufactured on the island using only the finest homegrown tobaccos. All are imported on an exclusive basis and have been enjoyed by UK cigar enthusiasts for many years. Our diverse range of trade accounts benefit from our wide cigar selection that can be tailored to suit all pockets and palates. In addition, our on-going close support helps them to generate cigar sales and promote the best cigar service for their customers.

We look forward to introducing you to the finest cigars in the world.

Jemma Freeman
Executive Chairman

With the largest range of premium cigars in the UK and over 230 years of experience, we have a cigar for all occasions and the expertise to match.

Our cigars

Handmade in Cuba

Only one country insists that all its handmade cigars are made exclusively using tobaccos grown within its territory. It is the country that founded the handmade cigar industry nearly two centuries ago and towers above all others for the prestige of its products. The country is Cuba and its products are known worldwide as Habanos or Havana cigars in the UK.

A Havana cigar is recognised globally as a benchmark for excellence. At its heart, what sets a Havana apart from all others is the tobacco and its taste. Other places may have acquired Cuban skills and even Cuban seeds, but never the natural gifts of the Cuban soil and the Cuban climate. These you will find nowhere else.

We import 27 different brands directly from Cuba, including world famous grand marques such as Cohiba, Montecristo, Romeo y Julieta, H. Upmann, Bolívar and Punch. In total we have around 80 different cigar sizes presented in over 240 various formats, this includes tubes for single sales, small packs and boxes containing up to 50 cigars.

English Market Selection (EMS)

EMS

A term that has been used in Cuba for over a century to identify the quality of cigars designated for the British market.

The EMS stamp was introduced by Hunters & Frankau as an easily identifiable mark of quality and authenticity. It is applied to all boxes and packs of duty paid Havana cigars that have passed a UK quality inspection.

Handmade in Nicaragua and Honduras

The best tobacco leaves grown and harvested in Nicaragua and Honduras are selected for our own label brand, La Invicta. These are enjoyed by a wide range of smoking enthusiasts seeking good quality, handmade, long-filler cigars at competitive prices. There are a variety of sizes to choose from. Each cigar is individually wrapped in cellophane and some are also presented in stylish branded tubes. This makes the entire range easy to maintain in perfect condition for sale.

We created the brand in the 1940s and still use a blend of tobaccos tailored specifically for the UK smokers' palate. La Invicta Honduran cigars offer delicate and subtle aromas, ideally suited for newcomers or smokers who prefer a lighter blend. The more recent range using Nicaraguan tobacco delivers more robust earthy flavours for those preferring richer aromas.

LA INVICTA

Machine made cigars

Our machine made portfolio is presented in packs of 5, 10 or 25 cigars and include Villiger from Switzerland which has been enjoyed by cigar smokers in the UK for over 50 years. The famous Villiger Export Pressed, or 'square' cigar, is a leader in its category. Cuban Minis and Shorts are manufactured in Cuba using 100% Cuban tobacco and presented in packs of 10. The Puritos size is offered in packs of 5. They all offer the smoker a brief taste of world famous brands such as Montecristo, Cohiba and Romeo y Julieta. Likewise, Guantanamera delivers authentic Cuban aromas using short-filler tobacco grown exclusively on the island.

La Invicta Shorts are presented in packs of 5 and bundles of 25. Using the finest tobacco from Nicaragua, each cigar is pre-cut, banded and wrapped in cellophane for freshness and protection.

LA INVICTA villiger CUBAN MINI CIGARS GUANTANAMERA

Our customers

We supply a wide variety of trade accounts including:

- Specialist Tobacconists
- Wine Merchants
- Newsagents
- Convenience stores
- Hotels
- Restaurants
- Bars
- Clubs

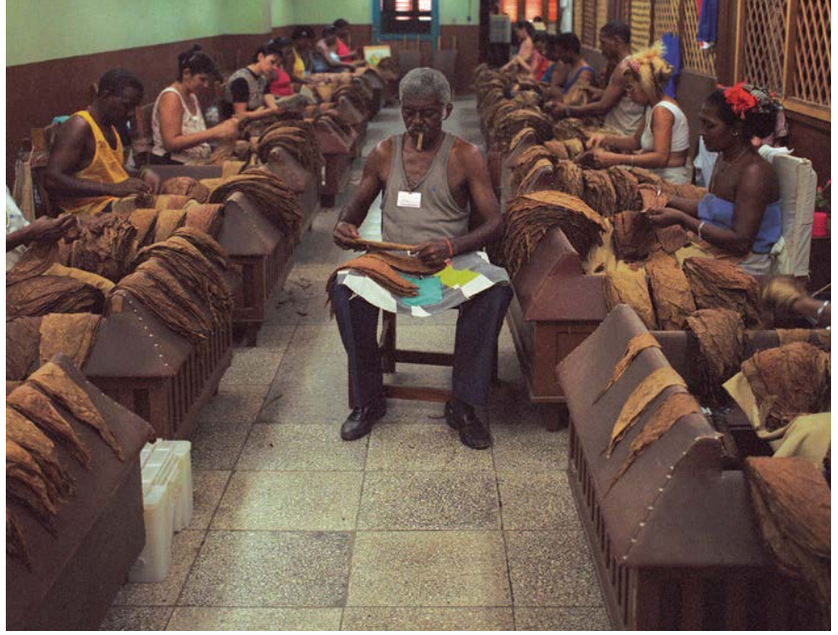
Our extensive range of cigars allow a selection to be specifically tailored to meet the needs of each venue and its customers.

A choice of humidors and storage cabinets allow each account to choose a style in keeping with their surroundings to promote cigars and keep them in perfect smoking condition. We supply these units on a free loan basis.

Free loan of a display cabinet or humidor and a cigar range tailored for you.

Why stock cigars?

Cigars are prestigious, high-margin, tobacco products that help to raise the profile and image of a shop or venue. They help to attract new customers who can become regular visitors seeking their favourite smoke. However, it is not just the sale of cigars that is a benefit. Spin-off purchases such as drinks, snacks or staying for a meal are additional benefits of stocking cigars. It can also be a point of difference to other outlets and a destination venue for cigar lovers.

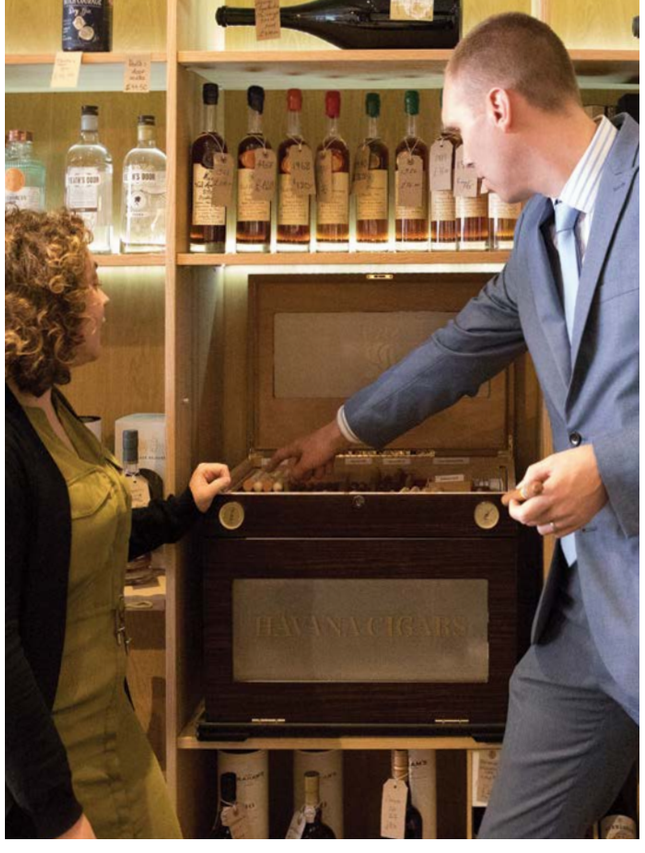


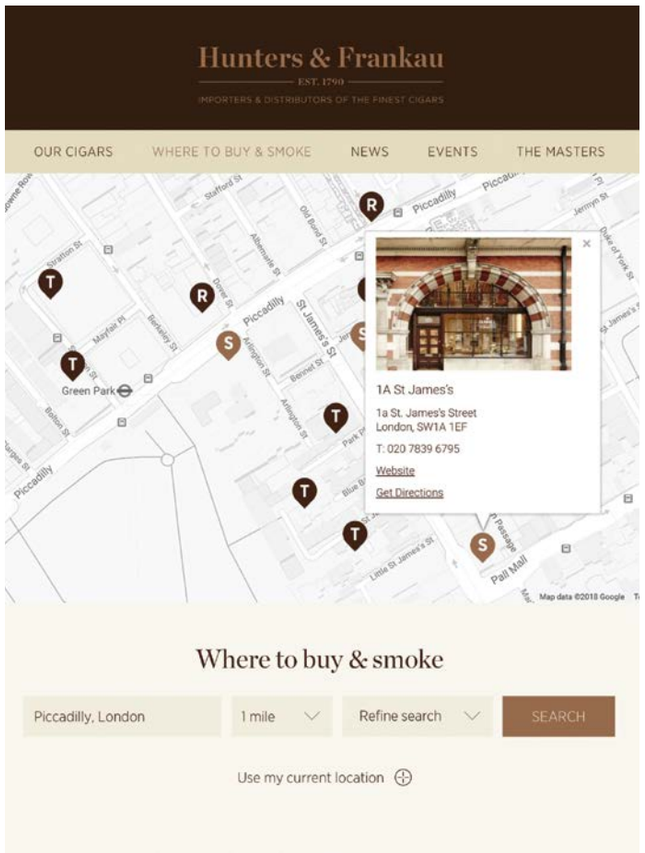
Havana cigars are entirely handmade by skilled cigar rollers using methods and tools virtually unchanged for centuries.

Our service

- Advice and close support to tailor the right cigar range for your needs.
- Supply of a humidor or storage cabinet best suited to the needs and style of establishment. These are provided on a free loan basis.
- On-site training available on product knowledge and cigar service with access to a more comprehensive training session held at our offices.
- Prompt and reliable delivery service with goods usually received within two working days from an order being placed.
- Havana cigars that have passed a UK inspection carry a stamp guaranteeing quality and authenticity. This is the EMS stamp which stands for English Market Selection.
- All products, humidors and storage units comply with current UK tobacco legislation.
- Range of branded EMS smoking accessories available, such as cutters, matches, ashtrays and cigar sleeves.
- We are the UK distributor of Colibri lighters & smokers' requisites as well as Hine Cigar Reserve Cognac.

We offer in-house training on cigar service and product knowledge.





Our support

- A dedicated Account Manager will make regular store visits and is contactable for on-going queries, order processing and product advice.
- Sales office team available who handle orders, queries and provide general support Monday to Friday 8.30am to 5.00pm.
- Free promotional material to encourage cigar sales. All comply with current UK tobacco legislation.
- Access to an image bank, media clips and other online marketing materials.
- Product information, promotions and tasting notes to assist recommendations and sell-out.
- On-going training for new staff and access to our Higher Certificate Programme in order to qualify as a Master of Havana Cigars.
- Promotion of your venue as a stockist of cigars and destination for cigar enthusiasts via our website.
- Support at cigar & drink pairing events to promote your venue.
- Up-to-date access to industry news and the latest new product releases.

A range of merchandising material is available free of charge to support your cigar sales.

Our brands

Havana/Cuba – Handmade

Bolívar
Cohiba
Cuaba
Diplomáticos
El Rey del Mundo
Fonseca
H. Upmann
Hoyo de Monterrey
José L.Piedra
Juan López
La Flor de Cano
La Gloria Cubana
Montecristo
Partagás
Por Larrañaga
Punch
Quai d'Orsay
Quintero
Rafael González
Ramón Allones
Romeo y Julieta
Saint Luis Rey
San Cristóbal
Sancho Panza
Trinidad
Vegas Robaina
Vegueros

Honduras & Nicaragua – Handmade

La Invicta Honduras
La Invicta Nicaragua

Minis & Continental – Machine made

Cuban Minis incl. Puritos and Shorts (Cuba)
La Invicta Shorts (Nicaragua)
Guantanamera (Cuba)
Villiger (Switzerland)

Colibri lighters & smoking accessories

Hine Cigar Reserve Cognac

Our contact details

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EMS

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