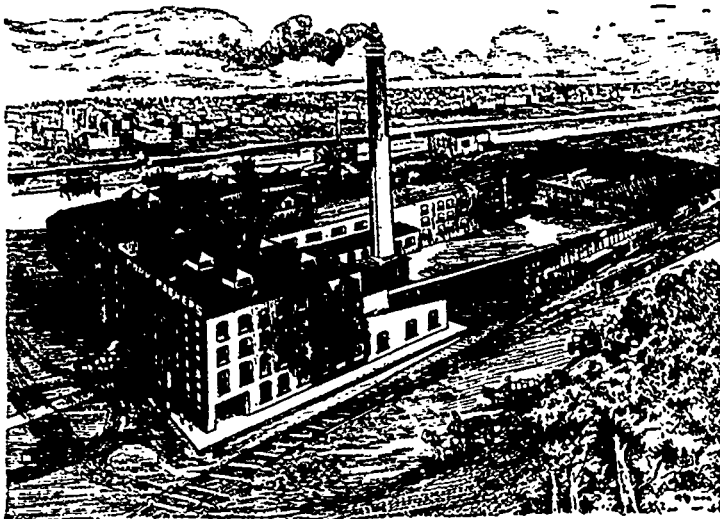


GRIFFIN HAMS



ARE MADE FROM FINE,
GRAIN FED HOGS. THE
KIND THAT PRODUCE
TENDER, JUICY HAMS.
THEY ARE CURED AND
SMOKED WITH PARTICULAR CARE IN ORDER TO
PRODUCE THE FAMOUS
GRIFFIN BRAND FLAVOR

J. Y. GRIFFIN & CO. Pork Packers
WINNIPEG
Branches-Vancouver and Nelson

Buyers of Butter and Eggs

THE YEAR
ROUND

To-Day's Prices Nett:

Freshly Gathered Eggs	-	-	12c
Straight Dairy Butter	-	-	11c
Fine Creamery Butter	-	-	16c

Delivered at Winnipeg.

August 1, 1901.

R. A. ROGERS & COMPANY Ltd.
WINNIPEG

Visible and Invisible Profits.

It is admitted that we are all in business for the profit there is in it and not for our health or pleasure. Some of us, no doubt, in our experience, have found competitors who were apparently doing business for fun and we were unable for the life of us to see where there was anything else in it for them. The goods handled were exactly the same in quality and the salesmen were equally bright and competent so far as we could see. The fault was this: The goods were not bought upon the same basis. There is more real art and judgment in buying goods than there is selling them. When a line of goods is owned by a jobbing house at a less figure than his competitors, you may well figure that you have already made a profit on them, although the amount made in dollars and cents does not yet appear upon your ledger as such.

Another source of traffic is lost by every jobber in business, or such is the case at least with every jobber in the Northwest, where fully one-third of their sales are provisions, flour, cereals, dried fruit and produce, which are bought for net cash and sold on thirty days' time less a discount of 1 per cent for cash in ten days. It is not too much to say that hundreds of thousands if not millions of dollars are given away in this manner every year by the grocery jobbers of this country. A change of system or business customs is needed to stop this leakage of profit. Either the discount of 1 per cent and the time of thirty days should be allowed the trade, or the provision trade, the cereal trade and others, should, by united effort on the part of the jobbers, be compelled to bill their goods on a per cent and time basis. It would really inflict no hardship upon these several trades, for they would as soon sell flour at \$5.05 less 1 per cent as to sell at \$5 net cash, or a barrel of pork for \$15.15 less 1 per cent for cash as to sell at \$15 net, when the custom was once adopted. It would serve to raise the standard of cost and the invisible profit of cash discount would then materialize. To accomplish anything in this direction, united effort must be had.

Still another source of profit can be made by regulating the cash discount on teas. It has become customary with the jobbers to give 4 and 5 per cent off for cash in ten days on teas or four months' time, and upon about 50 per cent of their sales to make an advance dating of from one to three months, the sale in such cases being subject to cash discount within ten days from the dating.

The jobber secures only 3 per cent in cash discount from the importer or middleman, and not frequently he must give his four months' acceptance at once in settlement of his tea purchase without reaping any advantage whatsoever of the discount. Yet he will foolishly give away 1 and sometimes 2 per cent to the trade on these goods. This may be termed an invisible loss if saved. We again need united effort of the jobbers to correct this evil. Much, however, can be accomplished by the buyers at the head of the departments to gain this profit in purchasing. The terms and cash discount are often overlooked almost entirely by the buyer, as he knows from the manner most of the jobbers keep their books that the cash discount does not enter into the buyer's profits, but goes to discount account, which, by the way, ought to be one of the most carefully looked after accounts on the ledger. No jobber can afford to not discount all his bills, even if the discount is only 1/2 of 1 per cent. It is his first visible and sure profit. Volume of business is well enough and desirable, but profit, whether visible or invisible, is the vertebrae of any business and without it there is no life.—C. R. Rust in Farm Implement News.

Supplies of lemons at California points are at a very low point and it is the opinion of dealers that present prices will be fully maintained for some time and there may possibly be further advances.

A young officer at the front recently wrote home to his father: "Dear father,—Kindly send me £50 at once; lost another leg in a stiff engagement, and am in hospital without means." The answer was:—"My dear son—As this is the fourth leg you have lost, according to your letters, you ought to be accustomed to it by this time. Try to wobble along on any others you may have left."—Pall Mall Gazette.

F. D. ROE, President

H. ABERNETHY, Vice-President

T. F. PATERSON, Sec.-Treas.

The Canadian Pacific Lumber Company Limited



MANAGER

Manufacturers of and Wholesale Dealers in all Classes of British Columbia

**LUMBER, LATH,
SHINGLES,
MOULDINGS, Etc.**

PORT MOODY, B.C.

CAPACITY: LUMBER—60,000 feet per Day; LATH—20,000; SHINGLES—120,000.

We have the largest dry kiln capacity of any mill in B.C., also the largest amount of sheds, and these are well stocked with Manitoba lumber. We have seven planers and are prepared to ship promptly. We understand the requirements of Manitoba dealers. Send to us for your next car. F. V. Towns, Manitoba Salesman