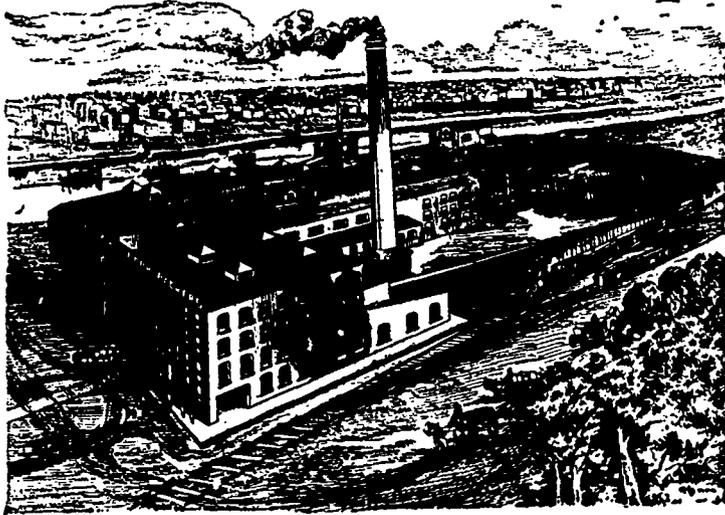


GRIFFIN HAMS



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
Branches—Vancouver and Nelson **WINNIPEG**

POTATOES

We want a few cars good hard Potatoes, and are prepared to either buy outright or handle on consignment basis. Write or wire us for prices.



R. A. ROGERS & COMPANY Ltd.

WINNIPEG

F. D. ROE, President

R. ABERNETHY, Vice-President

T. F. PATERSON, Sec.-Treas.

The Canadian Pacific
Lumber Company Limited

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. TOWN, Manitoba Salesman

Talking of Discounts.

One of the flagrant abuses in trade to-day is the taking of discount on bills long after the time allowed for discount, one which when figured in dollars and cents would astonish manufacturers and dealers and open their eyes to one of the reasons for their lack of profit in the past few years. The manufacturer or dealer is in a great measure to blame for this abuse, as, in his zeal to increase his sales, he becomes lenient to a degree, and, believing or fearing that his competitors permit the evil, relaxes his vigilance, and his customers, finding no rebuff in their robbery, for robbery it is, grow bolder, and from a few days' over time they go to such lengths that they demand the discount on bills when goods arrive, or claim to have certain days to draw checks, or give some other plausible excuse, resenting any protest from the vendor as unwarranted and uncalled for, claiming that the vendor's competitors allow it.

Should you go to a bank to have a note for \$500 payable in four months discounted at 6 per cent., the interest or discount of \$10 would be deducted and you would be given the balance and would not expect any different treatment. But, if you sell \$500 worth of merchandise to a customer, at four months, discount 2 per cent., ten days, and the customer takes twenty days to discount, he has robbed you of ten days' interest, and you permit it. Figure up the interest you lose by this injustice and you will realize the robbery you are suffering. The remedy lies in your own hands. Insist that, if bills are to be discounted in ten or fifteen days, or whatever time is customary in your line of business, those terms be acceded to. If customers refuse, show them in unmistakable terms the injury to yourself and their own loss of credit, for beyond doubt their credit is injured far more than they realize by their own acts and we believe the abuse will be rectified. All abuses are small at first and only become evils as they are permitted to grow. So, reform may be slow at the start, but let manufacturers and dealers take a firm stand for the principle and the abuse will be ended.—Hide and Leather.

Genesis of Smokeless Powder.

(Engineering.)

Smokeless powders are all of the condensed or gelatinized type—that is to say, in the manufacture of all of them, nitrocellulose, which has been acted upon by a solvent to such an extent that it can be moulded, rolled, or pressed into suitable forms, is employed. Such powders were practically unknown before the year 1885. In 1885, Wendland patented a powder and cartridge case made of nitrocellulose dissolved in a suitable solvent, to which was added potassium chlorate. The mass was rolled into sheets and grains. The object of the invention was to make the cartridge-case as well as the powder, form part of the charge. In 1886, Engel also patented a process for making smokeless powder from nitrocellulose by completely dissolving this substance in a solvent such as acetone, ether, etc., kneading into the mass various ingredients, then rolling it into sheets and cutting it into grains. In 1888, Nobel patented ballistite, a mixture of about equal parts of nitroglycerine and nitrocellulose, gelatinized by means of a solvent and worked into suitable forms. During 1890 both Maxim's patent for maxillite, a mixture of trinitrocellulose, nitroglycerine and castor oil gelatinized by acetone, and Abel and Dewar's cordite patent appeared. Since this date in Great Britain, so far as the government is concerned, the only development of smokeless powder has been on the lines of improving the methods of manufacture of cordite and determining the size and form of grains for arms of various calibres.

Dealer—I'll give you \$2.50 a week if you care to go to work.
Applicant—In this position will I have a chance to rise?
Dealer—Yes, every morning at 5 o'clock.—Pittsburg Chronicle.

"Hi, gov'nor, there ain't no station named on this ticket!"
"No! all our tickets are alike."
"Then, 'ow do I know where I'm going?"—Punch.