

Sticking to One's Last.

A wholesale lumberman was complaining the other day of the difficulty he had in securing lumber, when he was asked why he did not buy some timber and go into the manufacturing business. I have made a fair success of it and there has never been a year when I have not made at least a little profit. But I do not know the manufacturing business. I know no more about a saw mill than does any one who frequently visits the mills and keeps his eyes open. I believe I could run that business, but in doing so I would have to neglect my present line, which has made me my money. Besides this I have seen so many examples of those who have made money in one line of business lose it all by attempting to enter another that I hesitate. No, I thank you. I believe the maxim of "every man to his trade" a good one."

About the most valuable knowledge any man can have is of his own abilities and limitations. Ambition is to be discouraged but it should be backed by discretion. The fact of the case is that with most men, ability and capital considered, one line of the lumber business is all that they can successfully handle. A wholesale business requires large capital and close attention to many details. A great manufacturing business requires special ability and experience, but whether the business be great or small there is enough in it to absorb any one man's time and energies. Many manufacturers—perhaps the majority of them—are their own distributors, but they have grown into this business gradually in most cases and from necessity. But it is not necessary for a wholesaler to engage in manufacture until he comes to the point when no longer is it possible for his money to buy the stock he needs.

It is probably easier for one to master the wholesaling than the manufacturing business, for there are more merchants than specialists in any one department of manufacture; but to many the management of a saw mill seems an easy thing. In numerous cases, however, wholesalers have found to their cost that while the successful management of the saw mill might be easy to him who had been brought up in it and had a natural aptitude for it, investment in such a plant was the easiest possible way to lose money. It is an old joke in the trade that if a man be anxious expeditiously to get rid of his surplus wealth the surest way to accomplish his purpose is to buy a saw mill.

Many have been the failures resulting from adventure by successful handlers of lumber into the saw mill business.

There have been many successes also, but the percentage of failures has been so large as to serve as a warning to those who recklessly embarked in that business. Before engaging in it a wholesaler should have ample surplus capital in proportion to the business he expects to do and make a careful study of his particular situation, including a searching self-examination.—American Lumberman.

Improvement in Ship Building.

"The business half-year closes with distinctly improved prospects in the shipbuilding industry," remarks the London Statist. "Since we wrote on the subject two months ago quite a large number of contracts have been booked not only on the Clyde, but in all the chief centres. The new demand, whatever the cause, and whether destined to endure or not, is thus wide and general, and this is satisfactory from the point of view of the distribution of employment. On May 4 we said that the records of the first quarter of the shipbuilding year revealed a large amount of work accomplished, but a small amount of new work to take its place. But even while our article was in type indications of improvement began to appear, and the amount of bookings in April by Scotch builders was declared to have been more than twice as much as the launches. The Scotch output in April was twenty-three vessels of 31,312 tons, and the new contracts of the month were estimated at 65,000 tons. None of the government contracts in connection with the new admiralty programme have yet been placed, nor are they likely to be placed before the autumn, so there is still this further amount of work for the shipbuilders to look forward to.

THE IMPLEMENT TRADE

MANILA GRADES NOT POPULAR.

Reports received from representative dealers in many parts of the principal grain growing sections indicate that the demand for manila twine, both pure and mixed, has been lighter than ever this year. Some of the dealers report that they sold nothing but sisal and standard, whereas last season they had some trade on pure manila and manila. The farmers appear to be gradually getting away from the latter grades and none know it better than the sisal producers. They have seen in the growing demand for sisal an increase of popularity for that fibre and have not been slow to take advantage of their opportunity. The shortage of manila hemp supplies in 1899 and 1900 had something to do with the increased demand for sisal, but it was not the principal cause.—Farm Implement News.

IMPLEMENT TRADE NOTES.

The McLaughlin Carriage Co. are building a new cutter for this country's trade. It is to be known as the Strathcona cutter, the principal features being a closed top, similar to that now used on buggies, and a solid low bottom so that the cutter will not overturn readily. This top will serve as a great protection against the cold winds.

Brandon Board of Trade.

The Brandon board of trade met on Monday evening. John Hanbury occupied the chair. A communication was read from S. J. McLean, Dominion government commissioner of railway grievances, saying that he would be in Brandon on Wednesday, September 4, at 11 a. m., to hear any railway grievances which the board might wish to lay before him for consideration. He requested that a list thereof, if any, might be prepared and typewritten. Messrs. F. B. Smith, J. Inglis, C. Campbell, A. D. Rankin and J. Murdoch were appointed a committee to arrange the matter. Among suggestions made the committee for its guidance were the following: That a permanent railway commission be appointed; that an interchange of freight was desirable, also some improved system of dealing with preferential claims. The proposed binder twine factory was then discussed, and Ald. G. R. Caldwell, as a member of the committee of investigation, was requested to report. He stated that the committee had met Mr. Tanner, the promoter, and as they were uncertain as to what he wanted, they had discussed the matter with him. Apparently Mr. Tanner wanted nothing but subscriptions to stock. They had discussed the prospectus and stock subscription books with him, and had suggested certain changes on matters to which the board could not subscribe. One important suggestion, to which Mr. Tanner was perfectly agreeable, was the appointment of a provisional board of directors, three from the city, and four from the country, whose duty would be to practically control the whole matter, and secure the subscribers against imposition. The names suggested for the board, and later approved by Mr. Tanner and the board of trade, were Messrs. Hanbury, Zink, Nation, Christie, Prof. Wolverton, P. Payne, Brandon, and Mr. Johnson, of Wawanesa. These gentlemen will control matters until the company is fully organized, when the members will choose their own directors.

All were agreed that a charter ought to be applied for at once and a clause inserted in the prospectus demanding a definite place of location. The amount of stock asked for was \$60,000, but as figures were received from the directors of the Walkerton binder twine factory saying that their plant cost \$62,500, but should have only cost \$50,000, it was considered advisable that at least \$50,000 worth of stock should be secured before commencing operations in order to allow a sufficient margin for expenses. An interview with Mr. Tanner revealed the fact that \$12,000 worth of stock has already been purchased and farmers seem willing to buy.

Affable Stranger—I can't help thinking I have seen your picture somewhere in the newspapers.
Hon. Mr. Greetman—Oh, no doubt, no doubt It's often been published.
Stranger—Then I was not mistaken. What were you cured of?—Tit-Bits.

LEADING COMMERCIAL HOTELS

WINNIPEG

HOTEL LELAND

Headquarters for commercial men.
CITY HALL SQUARE.

DRYDEN, ONT.

DRYDEN HOTEL

A. R. HUTCHINSON, Prop.

Headquarters for commercial and mining men and the general public.

KAT PORTAGE

HILLIARD HOUSE

LOUIS HILLIARD, Prop.

First-class accommodation for commercial men.

RAPID CITY

QUEEN'S HOTEL

THOS. EVOY, Prop.

Headquarters for commercial travellers. Free bus meets all trains.

BIRTLH

ROSSIN HOUSE

B. FENWICK, Prop.

Good accommodation; telephone connection with the station; sample rooms; inside closet. Livery in connection.

YORKTON

BALMORAL HOUSE

McDOUGALL BROS., Props.

Good sample rooms and every accommodation for the general public. Heated by furnace and lighted by acetylene gas.

TREHERNE

LELAND HOTEL

W. F. LEE, Prop.

First-class accommodation for Commercial Travellers, etc.

GLENBORO—

QUEEN'S HOTEL

M. E. NEVINS, Prop.

Best hotel on the Glenboro branch. Three large and first-class sample rooms.

NAPINKA—

HOTEL LELAND.

B. HALLONQUIST, Prop.

First-class in every department. Sample rooms. Every convenience for the travelling public. Opposite C. P. R. depot.

DELORAINÉ—

PALACE HOTEL.

LAIRD & MCGARVEY, Props.

New building, new furnishings, furnace heating, acetylene gas. First-class. Large sample rooms.

MACGREGOR, MAN.

THE STANLEY HOUSE

E. WATSON, Prop.

First-class accommodation for travellers. Commodious sample rooms. Livery and feed stable in connection. All kinds of teaming attended to.

GRISWOLD—

WESTERN MANITOBA HOTEL

T. B. McDONALD, Proprietor.

Good accommodation for the travelling public. Under new and greatly superior management.

ELKHORN

HOTEL MANITOBA

W. J. DIXON, Prop.

New building. New furnishings. Furnace heating. Acetylene gas. First-class. Large sample rooms.

FLEMING

WINDSOR HOTEL

W. GEO. CLEVERLY, Prop.

New management. Rates \$1.25. Renovated and refurbished. Commodious sample rooms. Heated by hot air. Livery and feed stable in connection. Inside closet.

ROSTERN—

OCCIDENTAL HOTEL

H. A. McEWEN, Prop.

New house. Up-to-date appointments.

PRINCE ALBERT

PRINCE ALBERT HOTEL

DAVID POLLOCK, Prop.

First-class accommodation. Good sample rooms for commercial men. Bus meets all trains.

RED DEER, ALTA.—

ALBERTA HOTEL

BEATTY & BRINDLE, Proprietors.
C. and E. dining hall, good sample rooms and every accommodation for commercial travellers and the general public.

WINTASKIWIN, ALTA.—

CRITERION HOTEL

F. M. HAMILTON, Proprietor.

New building, newly furnished, hot and cold baths, heated by furnace and lighted with gas, good sample rooms.

STRATHCONA

STRATHCONA HOUSE

W. H. SHEPPARD, Prop.

First-class. Opposite depot.

EDMONTON

ALBERTA HOTEL

JACKSON & GRIERSON, Proprietors.
Sample rooms. Free bus. Livery in connection.

MACLEOD

MACLEOD HOTEL

THOS. WILTON, Prop.

Good sample rooms and every accommodation for commercial travellers and the general public. Rates \$2.00 per day. Bus to and from all trains.

PINCHER CREEK.

HOTEL ARLINGTON

MITCHELL & DOBBIE, Props.

New Building, New and Commodious Bedrooms, Parlors, Bath Rooms, and Sample Rooms, Newly Furnished, Heated Throughout with Hot Air, Lighted by Gas. Electric Bells in every room. Cuisine second to none, and the best stock of Wines, Liquors and Cigars in Alberta.
Miss Mitchell, Matron.

CRANBROOK, B. C.

CRANBROOK HOTEL

JAS. RYAN, Prop.

Large and convenient sample rooms and good accommodation for commercial men. Rates \$2.00 a day.

REVELSTOKE, B. C.

HOTEL VICTORIA

JOHN V. PERKS, Prop.

Large and well lighted sample rooms. Hot air and electric bells and light in every room. Night Grill Room in connection for the convenience of guests arriving and departing by night trains.

NEW WESTMINSTER, B. C.

HOTEL COLONIAL

J. E. UNSLEY, Proprietor.

Special attention given to commercial travellers. Charges moderate.

VANCOUVER—

HOTEL LELAND.

R. DOWSWELL, Proprietor.

Refurnished and remodelled. Rates \$1.50 to \$2.00 per day. Long distance phone. One block from C. P. R. depot and steamboat wharves. W. E. Grigor, Manager.

VICTORIA—

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JAS. PATTERSON, Mgr.

Headquarters for commercial and business men. Free bus and sample rooms.

KAMLOOPS—

GRAND PACIFIC HOTEL

P. A. BARNHART, Proprietor.

The best hotel in Kamloops. Ample accommodation.

GREENWOOD, B. C.—

IMPERIAL HOTEL

GRAHAM & PARRY, Proprietors.

Headquarters for commercial travellers and all business men.

PHOENIX, B. C.—

THE VICTORIA HOTEL

B. C. Hotel Co., Ltd., B. TOMKINS, Mgr.
Electric bells, electric lighted, furnace-heated, finest liquors and cigars. Sample rooms.