

BRIGGS AT THE COUNTRY HOTEL.

C. Algernon Briggs, who has been on the road,
Since last May, is fully aware
That social distinction's all stacked in one load,
For his frail young shoulders to bear.
This worries him some, you can see by his brow.
Where breaking's begun before fall,
By that grim old spectre that handles the plow,
And furrows the forehead of all.
C. Algernon's line is imported cigars,
As one would infer from the swell
And the bolsterous fuses he makes in the bus
—When Briggs strikes the country hotel.

The porter is "Cholly"; he calls the clerk "Joe,"
Says: "How are they comin' now, Jim?"
While rolling his name on the register so
That even the boarders know him.
"You'll give me the bridal room, eh Jooy, dear,
And Cholly, you take up my case—
And say, Cholly, bring me a bottle of beer
From Old Billy Whittington's place."
At supper it's "Sadie, go bring me a steak,"
Or "get me an egg, won't you, Nell?"
Or "a lemon, please, Blanche," for he's running
the ranch
—Is Briggs at the country hotel.

At dinner the guests read the bill of fare through
Save Briggs, who says softly to Dot:
"Just bring me my dinner, now Dottie, won't
you?"
And Briggs gets the best of the lot,
He's free with his money and runs a great bluff:
"Oh, well, I'll charge this to the house,"
But when he's in town he's quiet enough,
And funds it back meek as a mouse.
For there the gay Algernon sleeps in a flat,
And feeds at a chophouse as well.
Though he isn't deuce high when at home, he
can fly
When he stops at the country hotel.

If I were an artist and wanted the face
Of Caesar returning to Rome,
Or of Alexander in search of a place
Unconquered on all the earth's dome.
Or were I a sculptor and anxious to mold
Proud Cato, with haughty lip curled;
Or hew out a figure of Atlas of old,
Who reeled 'neath the weight of a world—
I'd not copy from the conventional form
That all antiquarians sell;
For the who's classic lot I'd take a snap shot
At Briggs in the country hotel.

SUGGESTIONS TO NEW GROCERS.

A writer in an American exchange says: The retail grocery business is a peculiar one, more so than any other I know of, from the fact that nearly every man who has a dollar to spare, or who falls in any other business, thinks he can run it successfully; in reality, it is the most difficult in the country to succeed in because the profits in many articles are so small and there are so many perishable goods to be handled. The impression prevails that a man has nothing to do but to go to some wholesale grocer, buy a stock of groceries, without any knowledge of their quality, fit up a store and the customers will come and he will coin money. If this mistake is discovered in time, and the man has any grit in him, he begins to understand that in order to succeed he must know the business. This means hard work, long hours, close study, and, for a while, very poor pay. In order to succeed, he must place some object before him and try to attain it. For instance, if he has started in a town or city where there are some good stores, he must look around, pick out one of the best, and say to himself, "How has that man got his store in the condition it is in?" Get him thinking this way, and in a short time he not only gets his store in as good condition as the one he chose for his model, but he does better, he makes improvements suggested by either the wants of his trade or his own ambition, inspired by his first failure. He does not do it without work. He

must study the quality of the various goods he trades in, learn their history and make himself familiar with their qualities in order to gain the confidence of his customers, for in this lies the secret of success.

Never sell them goods that you cannot recommend, and, if a mistake is made by your men or yourself, rectify it at once. Don't let the customer see that any pecuniary consideration stands in the way of making the mistake good, either in weight or quality.

Let the parties with whom you trade see that you know the quality of the goods you want, that you are a judge of them, and they will not try to palm off inferior goods on you. Pay all your bills promptly, getting all the discounts off.

BRITISH BOARD OF TRADE RETURNS.

The Board of Trade returns for June are certainly discouraging. With the exception of a single item in each category both imports and exports show a heavy decline. Under the former head there is a drop of £1,038,270, while the falling off in exports is still more marked, being no less than £3,361,081. This loss brings the total decline in exports for the half-year up to £12,205,250, for which June alone is responsible for than 25 per cent. The import total, it is true, still shows a small increase of £358,558 for the six months, due chiefly to heavy food purchases earlier in the year, but if the past month is any criterion this will soon be changed into a deficit.

One of the worst features of last month's returns is the great decline, amounting to over two millions, in imports of raw materials for textile manufactures. Indeed, to the falling off under this head more than half the total diminution in imports is due. In the export schedule the heaviest loss is to be found not under textiles, which have kept up fairly well, and only exhibit a decline of £732,000, but under metals and metal manufactures, which have fallen from £1,225,000 to £2,698,000, a drop of considerably over one-third.

This result is not quite so bad as it looks, nearly a fourth of the last year's total being accounted for by the swollen exports of tinplates to the United States. In June, 1891, £1,031,400 worth of these goods were sent to America, while the last month's export only reached £311,000.

PRUNE INDUSTRY OF WASHINGTON.

The prune industry of the State of Washington is yet in its infancy, says a correspondent. In the southern portion and in the older settled portions of the state, they have been raising prunes for ten or twelve years. These orchards have been producing a great many prunes and of a quality equal in all respects to those raised in any other part of the world. There is one variety here not produced in California; it is called the Italian prune, grows very large, is very black and rich, and is so sweet as not to require sugar. There were shipped this year from Vancouver four cargoes, commanding the highest prices of any prunes sold in those markets. These prunes are similar to the French in appearance and flavor. The climate and soil of Washington are particularly adapted to raising this fruit. There are prune trees in the city of Tacoma eight or nine years old and thirty feet in height, which bear extraordinary quantities of fruit every year, although no attention is paid to them. In all parts of the state there are large prune orchards, ranging in extent from 1,600 to 10,000 trees; the average size is 5,000 trees. Prune trees commence to bear for revenue when they are five years old, and this increases until they are twenty years of age. The prune is one of the most hardy and longest lived of all fruit trees. It differs in this respect from the cherry tree, and is more hardy than the apple or the pear. Prune orchards having trees twelve years old and upward sell for \$1,000 an acre.

Senator L. B. Clough, of Vancouver, has an orchard of twenty acres for which he has refused \$1,000 an acre. The Senator came here from Maine sixteen years ago. He has gone into this industry and laid the foundation for a fortune. The prunes can be packed and shipped any distance without being affected by the climate.

CULTIVATED TASTES.

A Baltimore trade paper says: "One of the food marvels of our modern times is the consumption of canned salmon. From beginning regarded as a game fish of the more northern waters, a food for the financial and gastronomic gods, it has become an almost every day dish for people of very ordinary fortune, a rival in fact of the cattle of the plains and an important article of commerce. The position it holds in these respects is due to the canning industry. The salmon business of the North Pacific coasts is vast, and, as yet, over increasing. The bulk of the fish is shipped to the British Isles, as canned salmon. Thus it is seen that the English people are warmed by the Republican waters of the gulf stream and fed with salmon which follow the despotic waters of the Japan current, that crosses the Pacific ocean and warms the northwestern verge of the American continent where this great fish comes to spawn in solitude.

"But, in late years, the demand for this salmon has greatly increased at home and America now consumes a large quantity of her Oregon and Alaskan fish.

"The fluctuations of demand have misled the most astute dealers several times in late years because they take too superficial a view of the requirements of food consumers. A taste for salmon is one that grows by cultivation, but it remains when once acquired; but this is not the main factor in the original increase of consumers.

"The price of this canned fish, the intrinsic food value of the contents of the can, the service which it will do commends itself at once to all who desire variety in economy. As our population increases, driving the cowboy and his herd from prairie to plain, from east to west, from great ranges near railroads to hills inaccessible to them, the supply of meat decreases in the same ratio that demand for it increases and the price steadily advances despite the steady decline of wages. Being accustomed to liberal supplies of meat, the palates of the people cannot forego it without some substitute and salmon comes not only very near to a complete substitute, but, as a variety, is an improvement and is cheaper than meat in point of fact. In a two pound or tall tin, the amount of excellent, rich, palatable food is very much more than would be in two pounds of meat, whilst at the retail price of 15 to 18 cents per can it is only about one-half the price of the meat per pound. On the table it will go double as far as the same quantity of meat and is satisfying in like proportion.

"Therefore the taste which must have meat and cannot afford it hails gladly the new meat, for it supplements the family of "Ser Loin" in a most agreeable and economical manner. "On what meat hath this our Caesar fed, that he hath grown so great," yet a man must be poor indeed who cannot now have this royal fish on his table. So the increase of demand goes steadily on and when the excess of packing of it seems to threaten ruin to the holders, the demand simply increases, a wider market is opened for it, more people are advantaged and the overpack of salmon proves to be an imagination, and this will probably continue till the overfishing depletes the supply and once more it will become food for the wealthy. But when that time comes, meat will have risen to very much higher prices than now as compared with wages, and the palates of the poor will have to come down to the rations of the poor in a monarchy."