

Do Not Make the Store a Stable.

Among a certain class of merchants, usually very small ones, who are inclined to remain always in the store, coming from the store, there is a tendency to do odd jobs in the store itself or in the back room, says the Commercial Bulletin, of Minneapolis. For instance, when it comes time to oil up the harness or clean them some merchants bring them into the store, or do them up at the quietest period of their business day, or in the evening when they are few customers, even during the peak of business, or if they have a seat in their wagon which needs fixing they have the clerk bring that into the store, and the clerk hammers and pounds away while several customers are in the store. The doing of such outside tasks, such as these, in the main aisles of the place of business or even in the back room is to be condemned as strongly as possible.

Not only does the litter which always accumulates give the store the appearance of a carpenter shop, instead of that of a place of business, but the continuing work going on in the back room is very severe on the nerves of lady customers, and if the latter do not object to being in the store, it is assured that they will have a very poor opinion of the merchant that permits such a nuisance with litter in their presence.

The store should always be kept as clean as possible, and the clerk who there is one customer or a dozen in it. The litter on the floor should not be permitted to accumulate, or if it gives a very untidy appearance to the place of business. The merchant who is honestly interested in his business, as to these things, and while the fact may not be brought personally to his attention, it will be a matter of comment in his favor among customers when they are quietly talking among themselves, and will be a good advertisement for him if he keeps his place of business as neat and clean, and does nothing to be done in the outside of the selling, packing and filling of goods.

I recently visited a grocery store in this city where one of the clerks was selling harness in the back part of the store, and when I made my way towards him, he very promptly walked on me—almost too promptly. I thought he had forgot to wash his hands, and they were all smeared with the harness oil. I bought a half dollar's worth of goods, which, fortunately for me, was already wrapped up in a package, but the package bore two great oily smears that I saw where the clerk had taken hold of it to deliver it to me. And when the clerk gave me back half a dollar in change, that was also dripping with harness oil. Possibly harness oil has its place in the retail store, but the place is not smeared all over packages and the money given in change to a customer.

If I were the proprietor of that store I should make it a point to talk "Patch" to a clerk who would do such a trick as this, until he would know whether he was about to horseback to use a stank expression. This is no excuse for such carelessness, or rather, for such lack of neatness. Merchants should watch their clerks and see that their hands are kept clean, and that after handling dirty articles they are carefully washed before serving another customer. It is also disagreeable, in my opinion, for a clerk showing a great number of smears, when he checks in frequent streams in the cuspidor or on the floor to wait on such a clerk is tolerated not, of course, in the best stores, but in some of the smaller stores, where the retailer has every need of neatness in securing the confidence and good will of his trade. I have seen a clerk who I think I would not tolerate, if I were a merchant, is that of smoking while waiting on customers. I have seen a clerk who has a half burned cigar in his mouth, and when he waited on a lady or a man together he would puff this smoke in his or her face, much to their discomfort. If a man believes in smoking, let him take a half hour off at dinner time and let him smoke at that time. But this speaking abuse is not always confined to clerks. I have seen merchants themselves do the same disagreeable act, and I have seen the following said to clerks, who were to blame if customers left them.

Be tidy in the store at all times. If you are not clean, do not try to cultivate this habit in the store during working hours, and endeavor to have your clerks follow the same course. If the latter cannot be trained to observe habits of neatness and tidiness they are beyond redemption, and they ought to engage in bodily carrying, or some other useful occupation, where their habits will not offend their people.

Experiment in Pislet Culture.

To carry 100,000 Ontario bass them in the cement and transparent tanks in the lakes of British Columbia in the vicinity of Vancouver is a task which the Dominion government has undertaken, and efforts to ship bass by any other kind of fish of eastern waters further than Manitoba, where Territories have been unsuccessful, therefore the present move is very much of an experiment.

For many days Mr. J. Parker and a staff of men have been engaged fitting up a car for this purpose. A baggage car will be used, along the side of which will be ranged a couple of dozen barrels, and in the centre of the car tanks for holding fresh water. The barrels, which will contain the water, will be connected by tubes and fresh water will constantly be pumped through them from the tanks.

But the problem which has perplexed the authorities in the shipping of fish such a long distance is that of charging the water with sufficient quantity of oxygen to maintain the life of the fish for the five or six days of the journey. A novel device has been determined upon, which it is expected will overcome this difficulty. This device is operated on the principle of a fanning mill and is intended to charge the water in which the fish swim with the required oxygen as often as is required.

There is some danger that the fish may die from starvation, as it is known that fish, while in a tank, will starve, and if they will not take food of any kind. It is thought will perish from this cause than any other.

The fish will be taken from a lake near Belleville, Ont., and brought to Brockville in the city of Brockville on board a scow. At Brockville they will be placed in the car prepared for this purpose, and will be attached to the Pacific Express at Carleton Place and hurried across the country. None but healthy minnows about two inches in length will be selected.

The water to which the device for pumping oxygen into the water was recently tested by government officials at one of the Gattineau lakes and proved successful.

Freight Reductions for Edmonton.

A party of C. P. R. officials composed of Messrs. W. R. McInnes, assistant freight traffic manager; H. L. Lauder, general freight agent; W. H. Miles, travelling freight agent; N. E. Brooks, superintendent of the C. & E. L. line, and others, were in the city of Edmonton, in connection with the business of the Edmonton regarding freight rates on Monday last week. To enable the merchants of Edmonton to do and its sister town of Strathcona to do a wholesale business with town by the C. P. R. line, the Red Deer, the company agreed to comply with the request of the board of trade and grant a reduction of 50 per cent. on the first five classes of freight for shipment along the C. & E. line.

The most important question, however, was the rates on grain, to Kootenay and the Pacific coast. A reduction of 5 cents per 100 lbs. on oats for export beyond Vancouver, and an equal reduction on feed, was promised to possibly do better in case of a farm market bettered upon. They contended that the grain rate to Kootenay was the most important basis with Americans. However, they promised that in event of the proposed European market for western oats being realized they would grant special rates to that district to place them on a par with the rates on a basis for reaching that market.

These concessions are understood to be very appreciable to the people there, but they are not considered to be sufficiently comprehensive.

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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.

RAPID CITY

QUEEN'S HOTEL
THOS. EVOY, Prop.
Headquarters for commercial travellers. Free bus meets all trains.

BIRMLE

ROSSIN HOUSE
R. FESWICK, Prop.
Good accommodation; telephone connection with the station; private parlour; inside closet. Livery in connection.

YORKTON

BALMORAL HOUSE
McDOUGALL BROS., Prop.
Good sample rooms and every accommodation for the general public. Heated by furnace and lighted by acetylene gas.

THIRHENE

LELAND HOTEL
W. F. LEE, Prop.
First-class accommodation for commercial travellers.

GLENBORO

QUEEN'S HOTEL
M. E. NEVINS, Prop.
Best hotel on the Glenboro branch. Three large and first-class sample rooms.

NAPIKA

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

DELOVAINE

PALACE HOTEL
LALD & McGARVEY, Prop.
New building, new furnishings, furnace heating, acetylene gas. First-class. Large sample rooms.

MAGREGOR, MAN.

THE STANLEY HOUSE
E. WATSON, Prop.
First-class accommodation for travellers, comfortable sample rooms. Livery and feed stable in connection. All kinds of teaming attended to.

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HOTEL MANITOBA
W. J. DIXON, Prop.
New building; new furnishings; furnace heating, acetylene gas. First-class. Large sample rooms.

FLEMING

WINDSOR HOTEL
W. GEO. CLEVELLY, Prop.
New management. Rates \$1.25. Renovated and refurnished. Commodious sample rooms. Heated by hot air. Livery and feed stable in connection. Inside closet.

ROSTHERN

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

WETASKIWIN, ALTA.

CRITERION HOTEL
F. M. HAMILTON, Proprietor.
New buildings, 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 & GIBBSON, 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.

CREEK

HOTEL ARLINGTON
MITCHELL & DOBBIE, Props.
New building, new and commodious bed rooms, parlors, bathrooms and sample rooms. Newly furnished. Heated through out by 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.

REVELSTOCK, B. C.

HOTEL VICTORIA
JOHN V. PERKS, Prop.
Large and well lighted sample rooms. Hot air and electric light and bells in every room. First grill room in connection for the convenience of guests arriving and departing by night train.

NEW WESTMINSTER, B. C.

HOTEL COLONIAL
J. E. INSLY, 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 city hall. Steam boat wharves. W. E. Grigor, Manager.

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HOTEL VERNON
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.

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