

# CANADIAN DRUGGIST.

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## THE CANADIAN DRUGGIST,

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and Strathroy, Ont.

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CANADIAN DRUGGIST,

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## SALE OF LIQUORS BY DRUGGISTS.

The sale of liquors by druggists under the Act in force in Ontario, known as the "Crooks' Act," is a source of very great annoyance and anxiety to the conscientious druggist. A few weeks ago a number of the Toronto druggists were brought before the Police Magistrate on the charge of selling a larger quantity than that allowed by law, viz., 6 ounces, at any one time, and were fined accordingly. It seems that the information was laid by a woman, (it is argued, employed by the Inspector of Licenses,) who, by dint of persuasion in the majority of cases, succeeded in getting an excessive quantity.

While no exception can be taken to the imposition of the prescribed fine where the sale is proven, still the fact that the law is so framed that any unscrupulous person may wilfully entrap the druggist into selling more than the lawful quantity, or even if the proper amount be sold, the informant who would stoop to such low means of making money would have but little hesitation in swearing that the excessive quantity had been purchased. This we claim proves conclusively that the present Act, as it affects the Drug trade, is an abetter of crime, rather than a hindrance to it, and is very unjust as well as ungenerous in its application.

The fact, nevertheless, remains that the law, as at present on the statute book, must be respected, and no matter how the druggist's sympathies may be worked upon by the purchaser, a strict adherence to the law

should be maintained. In the meantime let the question be taken up at the meetings of local associations and discussed in all its bearings, and let them bring before their respective representatives in the Local house the unfairness of the clause applicable to them. One solution of the difficulty is proposed by the Toronto Association, who propose that no liquor be sold except as ordered by a qualified physician. This, of course, is open to the objection that the majority of those who buy it in small quantities are unable to pay a physician for his prescription. What shall be the law?

## TRADE OF PROFESSION.

The application of both of these terms to Druggists has frequently been made the subject of controversy in Drug journals, but we think there can be no hesitation on reflecting a little in saying that the latter of the two is certainly applicable to the Druggists of Canada. Taking the student from the time of his being articled as an apprentice, with the qualification now required equal to high form in our Collegiate Institutes, then his four years' service in the practical study in the laboratory and place of business, his attendance at the junior and senior courses at the College of Pharmacy, and finally passing a severe examination, all these being in compliance with an Act of Legislature, places him in the same position as that of the other learned professions.

When having thus climbed to the top of the ladder he is entitled to the sobriquet of "Chemist and Druggist," a master of his profession, but in order to realize a profit on his course of study he is obliged to go into "trade," then it is that this word is applicable.

Any professional man going into business does not lose his distinctive title, so with Druggists, who, when spoken of individually or collectively are members of a profession, but engaged in the business of the purchase and sale of Drugs, etc., which constitutes the Drug Trade.

## INTRODUCE YOURSELF.

An affable manner is exceedingly valuable to a man in any position that brings him in contact with others, but it is of exceptional value, and almost of prime necessity, to the man in business. A dealer need not "en-

gross the graces, but the more he has of cordiality and sympathy of manner, the more will he make himself a favorite with his customers, and the more will his business flourish. A ready recognition of those who deal with him, and a kindly interest in their affairs, require not only a good heart and a good memory, but also a complete lack of reserve. A stiff man may be as honest as gold, but he will find the road to prosperity a steep one in business. The austere, or unbending person, may be well enough in his place, but his place is not in trade.

If the intervals between a customer's visits are long, or if he has been served mostly by an assistant, it is possible that the merchant may be a long time in trade before he and his customer get acquainted. Hence, when the latter calls he may be accorded the cold reception that would be given to a passing wayfarer, and may consequently feel hurt. But while we insist on affability, we think affability should have a chance, that customer should introduce himself. He would have received a warmer greeting, and any favors in prices that are given to the privileged circle of customers he would have stood a chance for. The customer, although to blame, is the more piqued, because he expected more attention on account of the longer interval between his visits.

While the retailer knows on whom to place the blame when an unrecognized customer fails to make himself known, he is not always so correct in locating the fault when he himself is not heartily received at the wholesale house. He visits the wholesaler with whom he trades, and expects to be pleasantly welcomed, because, perhaps last time he was used so well. If he is not, the reason is manifest, he is not known. A man should not be mortified to find himself forgotten. He should scarcely wait to find out that he is; he should at once introduce himself, and name the place where he does business. We are well assured he will not then have to complain of scant civility.

If a dealer from the country drops into a wholesale warehouse and asks, without previous introduction of himself, what the price of anything is he may be given a quotation somewhat higher than he could buy for if he were known. He has a right to consider himself in the favored circle of