

Canadian Druggist

Devoted to the interests of the General Drug Trade and to the Advancement of Pharmacy.

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Hard Work Well Done.

The Executive Committee of the Ontario Society of Retail Druggists has completed its labors in bringing to a consummation an agreement between the retailers, on the one hand, and the wholesalers, jobbers, and manufacturers, on the other, and now all that remains is for each to put into effect on the 17th the promise they have made. The point has now been reached, which is to test the faithfulness of the respective parties to the agreement. The test will be made with no little trepidation as to the outcome. All have not signed from the ranks of the retailers and manufacturers, but a sufficient number have to enable a fair trial to be made. Of the 550 retailers who have signed, only one has asked to have his name withdrawn. There is a distinctly manifest desire on the part of all who have signed to give the agreement a fair trial, and we trust no one will hold back when the day comes. The essence of the whole matter simply resolves itself into this: Will each risk a temporary loss in the hope of securing a permanent gain, or will the present unprofitable basis for conducting trade be continued without any hope of future betterment? The president of the Retailers' Society, Mr. Gibbard, has worked most indefatigably in promoting an agreement. He has visited, to secure organization, Ottawa, Montreal, Quebec, Morrisburg, Iroquois, Prescott, Brockville, Kingston, Whitby, Oshawa, Bowmanville, Pickering, Berlin, London, Walkerville, and Detroit, while Mr. Pepper visited the principal towns in the Niagara district. Early in January Mr. Gibbard visited Montreal, and held a conference with the members of the Montreal society in the board room of the college. The meeting took up matter, appointed a committee to investigate, and, as an evidence of their desire to co-operate with their Ontario confrères, organized a Quebec society on the fifth of the present month, with Mr. Contant

as president and Mr. Tremble as secretary.

The influence of combined action by druggists in the Provinces of Ontario and Quebec has extended to British Columbia, as the retail druggists, particularly of the city of Vancouver, have taken action on similar lines recently to weed out cutting.

The issuance of the agreement recently, calling upon all parties to act at once and together on the 17th, has drawn the attention of these other provinces to the stability of the druggists of Ontario, and, as they will naturally be very much influenced by our success or failure, we are, in a measure, placed upon our mettle. Ontario's opportunity to make a record for itself is now here. Failure is bound to discredit us and to cheapen our position. Druggists in cities such as Toronto, Hamilton, Brantford, Stratford, etc., are now over their scare. They are willing to be broken one way or another, in so far as dread goes, but their judgment to a man, we believe, is in favor of making a determined effort to have withdrawn from departmental stores a section of their trade which is used merely for advertising purposes. This can be done only in one way, and every reader knows what that is by this time; if not, think well over what these agreements mean to the houses which control the commerce of the drug trade throughout Canada, and then pledge yourself to stay with them, as far as your minor interest is concerned, as long as they are willing in return to shield you from a condition of things which has even now sapped the vitals of the weaker members of the trade, and which would ere long, if permitted to continue, utterly dishearten those who, through years of unremitting care and attention, built up lucrative businesses. The circular just issued says, "The following is our Friendly List"; then follows names of houses every one of which have as much right to publish your name as their friend. If you act with them in this matter, you are; if