

Pharmacy at Cape Colony.

Specially contributed for THE CANADIAN DRUGGIST.

If the standard of a pharmacy is to be taken from a Canadian point of view, then there are but two in Cape Colony. There are drug stores; any amount of them. The proprietors keep them as such; it pays better—I very much question whether elegant pharmacy would pay at all, outside of Cape Town. The man who runs a dirty little shop in some Malay or nigger quarter makes more money out of his "droppels" and other Dutch concoctions than the man running a better class store in a more civilized quarter. Even the Boer and Dutch

shop alone is about \$450 per month, salaries amounting to very near the same figures. "You must do a large business to meet such an expense," I said to the manager. "Yes, we not only do a large business but a first-class one. Our turn over in what you call 'holiday goods' is considerable. We carry a large stock of French, English and American perfumes and toilet requisites. Our dispensing business is also satisfactory. We fill doctors' prescriptions at a slight advance over recognized rates, our reason for doing this is obvious. If you have a prescription, and you want it filled cheaply, and at Petersen's, then you must take it to our retail store, which caters

second as to drugs, they certainly ran the Germans very close. Nearly all lines special to United States pharmacy were there to meet American doctors' prescriptions, and I was not a little surprised to find a full stock of fruit essences, manufactured by a New England firm.

My next call was on the wholesale store, where I met Mr. Petersen and Mr. Harry, purchasing principal, who undertook to furnish any particulars for African trade that I might require. He showed me over the store, the largest of its kind in Cape Town. The firm does a manufacturing business, and when I visited the establishment pill, capsule and other machinery was running full time.

"Your firm controls the African sale of a number of American lines, I think, such as Chamberlain's, Ayer's, Fellows, and Horlick's preparations. Do you control any Canadian lines, and are you inviting correspondence with other parts of the Empire outside Great Britain?" I asked.

"We control the sales of the patents you mention, also Pain Killer, which, as far as we know, is Canadian. We only see Canada through United States spectacles.

"You can tell the trade of Canada through the pages of THE CANADIAN DRUGGIST that we shall be pleased to hear from them, and we will give our candid opinion on any question they may put.

"We export Aloes, Buchu, Ginger, and other

Cape products. Any Canadian house likely to buy from us direct we would foster business connections with. We are open to buy and sell."

This concluded the "C.D." man's talk with the manager of an African wholesale store.

The house of Messrs. B. G. Lennon & Co., Ltd., is a gigantic concern, with its head office at Port Elizabeth, and its branches in every town throughout South Africa. From Table Bay to Buluwayo you will find Lennons. They are the first to appear on the scene as townships spring up; they never leave while life exists around.



Africander prefers a dirty looking shop, strong physic, and plenty of it. "Something to clear my stomach out" is the usual request and he gets it.

The finest pharmacy in Cape Town is undoubtedly that of Messrs. P. J. Petersen & Co. The illustration herewith will give a good idea of the exterior, while the interior is fitted on the latest principle, no expense being spared to make it the best concern of its kind and to keep it an easy first.

A Scotchman, who has had both British and continental experience, controls the affair, assisted by one London and two Edinburgh men. The rent of the

for that class of trade. If you turn your eyes inside the only other place in this city that can call itself a pharmacy, you will see quite a mixture of color. This trade is not for us; we do not want it.

"Do you handle any Canadian products?" I next asked.

"Yes, Davis' Pain Killer and Fellows' Syrup, I think that is about all. We charge 1/6 for the former, 4/ and 6/ for Fellows' small and large respectively."

I had no need to question him as to American products. American perfumery, as I have pointed out, took a third place. I am not sure the American did not stand