

CANADIAN DRUGGIST.

DEVOTED TO THE INTERESTS OF THE GENERAL PUBLIC AND TO THE ADVANCEMENT OF PHARMACY.

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THE CANADIAN DRUGGIST,
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and Strathroy, Ont.

WILLIAM J. DYAS, - Editor and Publisher.

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Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.
All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

Now advertisements or changes to be addressed

CANADIAN DRUGGIST,
6 Wellington St. W., Toronto.

OURSELVES.

With this number the CANADIAN DRUGGIST enters on the second volume of its existence. The success of the venture has far exceeded the expectations of the publisher and we trust has at least come up to that of its readers.

In commencing the publication we felt that a truly representative journal of the drug trade would be welcomed by the druggists of the Dominion, and in this we have not been mistaken, as the number of gratifying letters received fully testify, also the large unsolicited subscription list: which is steadily on the increase. We started out with the determination, as far as possible, of making this a journal of reliable information for the pharmacist, choice selections and unbiased ideas, and with the aim of placing it as rapidly as possible in the front rank of trade journalism. In doing so, we have made specialties of certain features in this class of publications, viz.:

Our price current and monthly drug report, may be depended upon as accurate, being looked after by one of the most capable and best informed drug men in Canada, and who is in close connection with the leading houses of the Dominion. This feature is a very important one, especially to the retail dealer.

Our trade notes will be found both interesting and valuable especially to the jobbing trade, all changes of business, removals, formations and dissolutions of partnerships, etc., being recorded by our correspondents in all provinces of the Dominion.

Our editorial gleanings contain the cream of Pharmaceutical news from the drug jour-

nals of Europe and America, and are selected with a view of being specially adapted to the requirements of the practical druggist.

Our correspondence columns are open to all our readers for discussion of matters appertaining to pharmacy and the kindred arts, or anything bearing upon the drug trade.

Our advertising columns are filled with the advertisements of the leading wholesale druggists, proprietary medicine dealers and specialty manufacturers of Canada as well as the United States, and a careful perusal of them cannot fail to benefit both the reader and the advertiser.

From a personal experience of nearly twenty-five years in the drug business, and in which he is still actively engaged, the editor claims to have a knowledge of what is interesting and instructive to members of the profession, and will endeavor constantly to publish only what is of practical benefit and valuable aid to the reader, and all this can be made doubly so by druggists contributing to its columns in the way of essays, criticisms or queries, which are specially invited.

With this issue we have enlarged the journal by the addition of four pages, and have adopted a new heading more in keeping with the distinctive character of the paper.

Recognition of Ontario Diplomas.

Not only throughout the Western and Northwestern States, where perhaps the larger number will be found, but also scattered in various other portions of the neighboring Republic, will be found Canadians in trusted positions in the wholesale and retail drug warehouses, or in business on their own account, and are amongst some of the most successful business men in their adopted country.

The fact that the Canadian graduates is in point of Pharmaceutical education equal to any, and superior to many of those graduating from other schools, together with the natural energy and ambition of our race, makes him a favored applicant for places of trust and responsibility. Hitherto, our graduates have been at a decided disadvantage when going into business in a number of the States, which have their own Pharmaceutical laws, and do not permit of any one registering without undergoing an examination before the State board. This we are pleased

to say has in a measure been overcome through the personal exertions of Mr. John A. Clark, President of the Council of the Ontario College of Pharmacy, who has for some time been in correspondence with the various State boards of Pharmacy, and his success so far, which is shown fully in his valuable letter in this issue of the DRUGGIST, should ensure for him the hearty epigrams of every pharmacist, more particularly of the younger members of the profession. Mr. Clark has the happy faculty of securing, where perseverance and demonstration of facts can do so, the point for which he is working, as was demonstrated in his exertions in securing the amendments to the Pharmacy Act of last year, and also in this case, and we must congratulate him on the result of his labors which must have entailed a large amount of work and considerable time.

He has proved himself a diplomat of no mean order, securing for the Pharmacists of Ontario a recognition of their degrees without any corresponding recognition by our college. We trust that the President's anticipations may be realized in making the Ontario College a "Model College of Pharmacy."

When a Retailer is a Failure.

When he does not understand his business.

When he is too honest, giving more than he gets for his money.

When he is too anxious for trade, giving credit indiscriminately.

When he allows all his clerks to handle his cash.

When he is cranky, crusty or ill-tempered.

When he depends upon others to buy his goods for him.

When he or his help are untidy or unclean.

When he is too busy to read trade journals or daily papers.

When he is better posted on pedigrees of race horses than he is on quality of goods sold by him.

When he is careful about the bung-hole and never looks at the spiget for leaks.

When he buys snide goods and sells them for first-class.

When he is continually watching his neighbors, borrowing their ideas instead of adopting some of his own.

When he is foolish enough to place his signature to documents, the contents of which he does not understand