

Robert H. Roe.

There are many of the trade in western Ontario who will remember Robert H. Roe, and will be grieved to learn of his death at Yokohama. Mr. Roe was born at Achavoe, Queen's Co., Ireland, September 10th, 1851. In 1864 he came with his parents to London, Ont., where, in due time, he served his apprenticeship with the veteran druggist of that city, Mr. B. A. Mitchell, where he was known to the writer. He afterwards occupied various positions in Canada and the United States in the retail trade, and as representative for Parke, Davis & Co., of Detroit, and finally was appointed as the Australian representative of Frederick Stearns & Co., of Detroit. He also established the business of this firm in India and South Africa. "Bob," as he was familiarly known to his associates, was a general favorite, and proved an able representative for his house. He was in India when his fatal illness overtook him, and decided to return home, but only got as far as Yokohama, where he died.

Ontario Society of Retail Druggists.

The following circular has been sent to the wholesale druggists and manufacturers:

Toronto, Nov. 24, 1896.

GENTLEMEN, — Nearly a year has elapsed since the organization of our society, and a mutual understanding arrived at between the society, the wholesale jobbers, and the manufacturers, with the object of securing uniformity of prices for patent medicines and a general betterment of trade.

The officers of our society have labored hard to attain the object aimed at, and in country places we have been able to make our influence felt, both in preventing the spread of the evil of cutting of prices, and also in correcting the abuse where existing; but so far as the large centres are concerned, where persistent cutting prevails, we have been powerless to accomplish any permanent good.

The cause of such failure is not far to seek, and lies with the manufacturer and wholesale jobber. By the latter and a few of the former a half-hearted effort has been made to assist in the movement, but by the majority of the former no effort whatever has been put forth.

True, all our wholesale jobbers have refused to sell to the cutters directly, but, at the same time, indirectly goods are passing freely from their warehouses to the shelves of the persistent cutters. The medium is not always the same; sometimes the wholesale grocers, and at other times some fake jobbing firm, without standing, either financial or moral, in the commercial world.

This condition of things cannot go on longer. "We have come to the parting of the ways." Either this must be discontinued or the executive of the society

feel that they would be justified in advising the members that the time has arrived to sever trade connections with houses who put forth no effort to observe the spirit of our mutual agreement. There is no use mincing matters or beating about the bush longer. Supplying patent medicines to wholesale grocers must be discontinued, or cutting cannot be stopped. The most strenuous efforts of our society have time and again been nullified by carelessness on the part of the wholesale jobbers. For instance, ordinary precaution would have prevented Messrs. Danford, Roche & Co., Newmarket, from procuring supplies. Again, later, a single inquiry addressed to the officers of our society would have prevented a consignment of Ayer's goods falling into the hands of Toronto cutters. These firms continue to procure their supplies without let or hindrance from Toronto, Hamilton, and Montreal wholesale jobbers through wholesale grocers. In such cases a minimum of care would prevent a maximum of trouble.

When we approach the manufacturers asking for more protection to their goods, we are met with the statement that there is no use refusing goods to outsiders, for if they do so the wholesale jobber will supply them. The evidence in our possession substantiates this statement. We have a list of preparations which have been sold to wholesale jobbers only, and yet they are found in large quantities on cutters' shelves. The question is, How did they get there?

Something must be done to end this unsatisfactory state of affairs or the officers of our society will cease work, and the disaster which is sure to follow will overtake and overthrow the wholesale jobbers just as surely as the retail branch of the trade.

We write plainly, as we wish all interested to understand the situation, and to use their personal influence to devise a remedy.

Yours respectfully,

The Executive of the O.S.R.D.

J. T. Pepper, Sec. and Treas.

G. E. Gibbard, President.

P.S.—Since the above was written we have evidence which seems conclusive that a Montreal jobbing house is supplying goods direct to Messrs. Woodward & Co., the only cutters west of Ontario.

J. T. Pepper, Sec. and Treas.

G. E. Gibbard, President.

There is no doubt that the prices of otto of rose will be very much lower this year in spite of all efforts to keep up values. The price fixed some weeks ago in Bulgaria is about 30 per cent. below last year's quotation. The freezing-point test is being much more largely used this year as a basis of sale, and if this is adhered to, the greater proportion of the adulterated material will be detected.—*Perfumer and Saponifier.*

Amongst the Wholesalers.

Archdale Wilson & Co.'s advertisement in this issue strikes the right note. What the drug trade now wants is reliable preparations which may be confidently recommended, offering old-time drug profits.

Children Free.

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children, free. 280 2

"The Best and That Only."

This is the claim that Frederick Stearns & Co. make for their choice lines of perfumes. Their special odors are very taking, and have proved excellent sellers. The products of this firm, perfumes as well as pharmaceuticals, are too well and favorably known to the trade to require any further encomium from us.

A Nice Article, Attractively Put Up.

Yes, there's the secret, especially with toilet articles. They must be agreeable, the best of the kind, and put up in such a way as to attract customers. Such an article we have in the Talcum Toilet Powder, prepared by Elliot & Co., wholesale druggists, Toronto. It is equal, if not superior, to any we have seen, and must prove a satisfactory article to handle.

Mainer's Cough Drops.

These cough drops, so well known to the drug trade of Toronto, are now introduced through our columns to the trade throughout Canada by the manufacturer, A. Mainer, wholesale confectioner, Toronto, who also makes a very choice line of druggists' confectionery similar in style and appearance to the English goods, but especially adapted for this climate. His goods are excellent, and wherever introduced have commanded repeat orders. Read his advertisement.

Sundries at Reduced Prices.

Allan & Co., Toronto, are retiring from the drug sundry business, and will in future only carry on the manufacture of their patent medicines. They are offering trusses, rubber goods, sponges, perfumes, and sundries at greatly reduced prices. Druggists will save money by sending their orders to this firm; as the goods are right and the prices away down. On another page you will find a few of their lines of trusses with prices. Their lines of perfumes are done up in quarter dozen fancy boxes, and are good sellers.