

# Canadian Druggist

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

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## Canadian Druggist

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### CONTENTS.

#### EDITORIAL.

Conditions Righting.  
Preserving Stock.  
Don't Imagine.  
Soda Water Trade.  
Business Training for Pharmacists.  
College Matriculation.  
Association of Opticians.

News Summary.  
Keep Your Credit Clean.  
Pharmacy in Mombasa.

#### TRADE NOTES

Personals.  
Ontario College of Pharmacy.  
Effect of Water on Glass.  
Tabati Vanilla Trade.  
Sieves for Use at the Prescription Counter.  
What a British Defeat Would Mean.  
Random Notes on Everyday Pharmacy.  
Selling Goods to the Siamese.  
Pharmacy in the Fiji Islands.  
Suicides Among Pharmacists.  
Pharmaceutical Journals.  
Four Millions Profit.  
Ointments Containing Water.  
Wrapping Parcels.

#### GLEANINGS.

Patents of Interest to Physicians.  
Cleansing of Mortars.  
The Industrial Exhibition.  
Practical Hints on Advertising.  
Pasteurized Cream for Infant Food.

#### FORMULARY.

Farma Colonge.  
A Few Pharmaceutical Hints

#### PHOTOGRAPHIC NOTES.

#### OPTICAL DEPARTMENT.

#### BUSINESS TIPS.

#### DRUG REPORTS.

### Conditions Righting.

The unfortunate conditions generated in the drug trade by departmental stores are gradually righting themselves, and while some credit must be given the associations which labored so hard to prevent general disruption, there can be no doubt but that the individual action of each druggist who met and overcame the trouble as it affected his own community did, and always does, more to right such matters than anything else.

Numerous efforts have been put forth by associations of various kinds, both in Canada and the United States, to correct the abuses which threaten to envelop the trade, and while they doubtless contributed to create sentiment as far as the druggist was concerned, and in many cases to shape his policy, none of them created any influence upon the druggist's customers, who, after all, were the main factors in the difficulty.

These had to be dealt with individually by each individual druggist, and their buying policy to be shaped by him as much as he could. The fact that very little is now said about any difficulty existing is proof that the influence it exerted upon trade is being overcome, and that matters have so righted themselves that a feeling of certainty and security prevails.

### Preserving Stock.

The care of a druggist's stock is of much greater importance than is generally supposed, although it is very doubtful if the druggist, who is really the most interested person, at all times appreciates how readily portions of his stock can depreciate so as to be practically worthless. It is never gratifying to the druggist to find spicy drugs being devoured by insects; portions of fragrant roots worm eaten and practically valueless for selling purposes; vessels containing alcoholic and ethereal products rapidly becoming empty through the use of bad corks; es-

sential oils resinified by being exposed to light and heat in bottles containing more air than liquid, and other equally vexatious losses sustained through inattention rather than ignorance. It is impossible to make agreeably flavored products with oxygenized and resinified oils, yet they are doubtless used quite frequently in this state to avoid the loss sustained by pouring them out as a waste product, which after all would in all probability be the cheaper method in the end.

There is not much excuse for a loss of this character when the ordinary textbook declares "that volatile oils may be preserved without change in small, well-stoppered amber colored bottles, entirely filled with the oil and excluded from the light."

Losses from other sources mentioned may be avoided by examining stock occasionally and seeing that it is kept dry, clean and properly packed. The amount of labor involved in attending to perishable stock will be well paid for, not only in the preservation of it but in the satisfaction derived from the knowledge that it is in a condition to use so as to produce the highest quality of pharmaceutical which can be attained. Care in keeping means quality in making, pleasure in selling and satisfaction in using.

### Don't Imagine.

That if you neglect to look after your own interests your customers are going to do it for you.

That youth, without knowledge, effort and attention will bring and retain for you a large and profitable trade.

That because you may be young and hopeful, "you know it all" as pride goeth before a fall and a fall often goeth before experience.

That you are better than your neighboring confrere as he may be paying his way and that is all that you are apt to do.

That your clerks are apt to take much