

done by nostrums, and not always by doctors. Notwithstanding the vigorous declarations of vendors of nostrums, they do not appear quite sure of themselves. For the names of eminent medical men are freely used—among others, those of Brodie, Blundell, Jenner, Clark. This recalls to mind an anecdote of the Duke of Wellington and Dr. Locock. Meeting one day the Duke said, "Confound you, Locock! I've almost poisoned myself by taking your pulmonic wafers!" "Ah!" answered Locock, "and I have lamed myself by wearing Wellington boots!"—*Globe in C. and D.*

CANADIAN TARIFF CHANGES.

Alizarine, blood albumen, arseniate, bi-arseniate, chlorate and stannate of soda, tannic acid, tartar emetic, chlorate of potash crystals, gum gedda, gum barberry, grey tartar, fustic extract and quercitron or extract of oak bark, when imported by the manufacturers of cotton and woolen goods for use in their own factories only; and grey tartar, fustic extract, and quercitron or extract of oak bark, for the manufacture of colours, are admitted free of Customs duty until the end of the next session of Parliament.

Sulphate of alumina and alum cake, used as a substitute for alum by paper-makers, are placed on the list of articles that may be imported into Canada free of Customs duty.

Sumac, when imported to be used for dyeing or tanning purposes, i.e., manufacturing purposes, not further manufactured than crushed or ground, is placed on the list of articles that may be imported into Canada free.

Camwood, when imported to be used for dyeing or tanning purposes, i.e., manufacturing purposes, not further manufactured than crushed or ground, is also placed on the list of free articles.

A HANDSOME DRUG STORE.

A thing of beauty is a joy forever, and we hope Mr. E. D. Martin, of Ottawa, will long enjoy a successful business in the new premises he has just removed to at the corner of Rideau and Cumberland Streets.

Mr. Martin is one of Ottawa's most enterprising and successful druggists and in the fitting up of his new store he has displayed great taste.

The front store is 50x30 and has two entrances and is lighted by three large plate-glass windows; the ceiling is of polished wood, the floor of granolithic tiles of mosaic pattern; the fixtures are walnut; the counters, two in number,

each eighteen feet long, are embellished with show cases, and the handsome show cases on tables occupy positions in the centre of the store. At the further end of the store standing in the centre of an arch ten feet wide is a very fine dispensing case behind which is the dispensing room fitted up with two sets of dispensing scales and in duplicate all the appurtenances necessary for the carrying on of this important part of his business, and though we did not see any of Dr. Brown Sequard's Elixir of Life, we can imagine the grim "Old Reaper" giving his scythe an extra whet when he sees Mr. Bray, the genial assistant, hand out a bottle of medicine to an invalid on whom he has fixed his eye.

Adjoining the dispensing room is Mr. Martin's private office where he deliberates over his books—day, ledger, bank, and wants,—and we hope the two last will always be in a state of congestion. It is here, too, he has a vacant chair, not always vacant, however. I notice it is a little worn already, for the ubiquitous traveller in search for orders he always welcomes cordially, and as his trade is a large one, he usually has the satisfaction of seeing a grateful smile suffuse the countenance of that "noble Bohemian" as he wishes him good-bye.

ON TIME.

A want of punctuality is a fault in a business man that cannot be offset by any other good qualities. It will be constantly causing serious loss of time, money and temper to those who deal with him, and will naturally lead them to look elsewhere for their supplies. Nothing short of an utter impossibility should cause one to neglect the fulfilment of an engagement, or to be behindhand in filling an order.

When the great warehouses of an extensive provision merchant were smoking in ruins, he at once made out a circular and sent it to all who were expecting orders filled, stating that a fire on the premises had caused a delay, but that the next day they expected to dispatch all the goods ordered. It required all the energies of a masterly mind to accomplish the task, and all the hands he could bring to bear upon the business, but it was done, and his many customers had the inconvenience of but a day's delay. It was a part of the man's religion, as well as his business science, to keep no one waiting. That was but one of his many strong points, but they were all of the same reliable character. No wonder he rose to a true and substantial greatness in his chosen line. It is very hard turning over a new leaf in this particular, so it is a good plan to begin right. Prompt, punctual boys are apt to make the same kind of men, and vice versa.

You know that you "boys" are to be the future merchants of the land, however small the chances seem for it now. "The posts of time run swift," and soon one and another will be dropping a line to this department, telling of their small start in business on their own hook. They will be sure of congratulations and good wishes all around, which will be cheering and inspiring, and so far real help to the worker. The habits he is forming while a clerk will, however, decide more than anything else his future success or failure.

If one has fallen into careless, unmethodical habits in any of his affairs, the only safe course is to "right about face." The earlier, the easier. Self-interest alone would prompt such a course as well as honesty towards his employer. {American Grocer.

NECESSITY FOR DISCRETION.

Though occasionally it might prove to be of value for the commercial traveller to hunt in an off-hand way that he has received orders from other firms in the same town, still it would be the height of stupidity to tell the fact right out, as many of the brotherhood are in the habit of doing, that Mr. John Smith, for example, has to-day bought goods at such or such a price, and mentioning all the particulars of the sale, with the addition that the man solicited, if he will give the order, shall get the same article at a much lower rate. Any one who has an eye to business can in a moment see what this talk means. Besides, the commercial traveller who adopts such mistaken measures in his attempt to do business, will certainly lose the confidence of the man addressed, for no sensible person can think otherwise than that the agent would say exactly the same thing to a third and fourth customer as to the first and second. Without doubt a customer has the right to feel sure that the amount of his order and the price he paid for goods will not be made known to any business competitor, and he certainly would be little disposed to give his orders to an agent who shows a readiness to gossip about the affairs of neighboring merchants.

The commercial traveller who is wise will either avoid talk about purchases made of him in the place where he is doing business, or will say very little, always avoiding in this case the mention of details. And this even when questions are asked about them, for, though they may be pleased for the moment at having their curiosity satisfied, people will, as a rule, look with suspicion upon the imprudent discloser of other people's business, believing, and not unjustly, that such a man would manifest the same willingness to reveal their secrets to others. Discretion in business matters will probably have its reward in the esteem of others, which readily develops into their confidence.