

united action of all business houses in "forming an organization that shall have sufficient power to enact a law in each state" to do away with the great "octopus" which threatens the well-being of the community by the demoralization of business and the consequent ruin of the small dealers. He says:

"To my mind, the selling retail by wholesale houses pales into insignificance when we consider the inroads that the department stores are making into our business. I need not enlarge on that—it would be a waste of time and space. The question is—*What are we going to do about it?*"

"We can do nothing as a single trade; it is a gigantic evil, in that it has already caused and is still causing the ruin of thousands of storekeepers. It is an evil that needs to be met by extraordinary measures.

"Many will say: 'It's impossible to save ourselves—we are all doomed to ruin'; and at once they give up the thought of a struggle, accepting what they consider to be the inevitable. But we would remind them that many seeming impossibilities have been accomplished in the history of the world, and will be again."

"The evil is also a serious matter for wholesalers and manufacturers, whether in the jewelry, dry goods, furniture, or any other industry. As the operations of department stores increase, the wholesaler will be generally ignored, and dealings be made with the manufacturer direct. Many manufacturers will be crowded out, as purchases will then be centralized, as participants in the devastating ruin. We might include the owners of store properties. Many of them are now feeling the pinch."

"What is to be done? Shall we accept the conditions, and do nothing? No, decidedly not. I have a suggestion to make, which will, if acted upon, remedy the evil. Induce all the business houses affected throughout the country to combine, forming a strong organization that shall have sufficient power to enact a law in each state as follows: No person, firm, or corporation in any town or city of over two thousand inhabitants shall carry on a business which can be construed as a department store, that is, a place where different businesses are carried on under one head."

"In Philadelphia, last year (1895), over twenty thousand firms were assessed for mercantile tax. Twenty firms, or less, take the cream of the business. The small storekeepers pay the taxes—the department stores reap the benefit. What would be the estimate for the whole United States!"

The proposition that all business houses, wholesale and retail, should unite in order to secure legislation in this matter is one that deserves consideration, and the fact that the voting power is largely in favor of the small dealer is by no means a small factor in a struggle of this kind. The department store is certainly one of the worst "combines" with which we have to deal, and the individual or the government who will devise a plan to remedy the existent conditions may depend on a hearty support.

Ontario Society of Retail Druggists.

We are glad to be able to report continued progress, both in the interest taken by the retail drug trade and in the additions to the list of wholesale houses who have signed the agreement. The following names have been added to the "Friendly List":

The McDowell, Atkins, Watson Co., Vancouver, B.C.

Langley & Co., Victoria, B.C.

Scott & MacMillan, Toronto, Ont.

J. Stevens & Son (Ltd.), Toronto, Ont.

The Martin, Bole & Wynne Co., Winnipeg, Man.

Powell & Davis Co., Chatham, Ont.

Seabury & Johnson, New York, N.Y.

Canadian Drug Co. (Ltd.), St. John, N.B.

Amongst some of the replies received in answer to the secretary's call for money are the following, which show the appreciation of the trade generally throughout the province:

Evidently on the right track now.

Yours truly,

Rat Portage. Jos. JOHNSON.

Trust your efforts will meet with the success they deserve.

Yours truly,

Chesley. A. S. GOODEVE.

Enclosed find one dollar you call for to keep chariot rolling.

Yours truly,

Drumbo. J. A. MITCHELL.

I have only one remark to make, and that is, keep on with the work, and do not hesitate to call upon me for any necessary funds to carry out the same.

Sincerely yours,

Tilsonburg. WM. McDONALD.

Trusting that the work which you have undertaken may meet with success.

Truly yours,

Streetsville. R. H. McCLUNG.

DEAR SIR,—The O.S.R.D. has made

many dollars for me since it started, and I cheerfully enclose \$1.

Yours truly,

Iseronto. W. J. MALLEY.

DEAR SIR,—I enclose you one dollar, in response to the call of the executive of the association. It is cheerfully contributed, with the hope you may be enabled to fight a winning battle.

Yours truly,

Guelph. ALEX. STEWART.

A Pure Acid.

Office of A. R. PYNE, M.B. TOR. UNIV.,
M.C.P. AND S. ONT.,

Lecturer on Practical Chemistry, Woman's Medical College, Toronto; Analyst Medical Health Office, Toronto; Dominion Analyst by Examination.

"This is to certify that I took a sample of acid from a demijohn which they had sold as 80 per cent. acid and found it contained 81.2 per cent. of acetic acid (C₂H₄O₂)."

A. R. PYNE, M.B.,

Dominion Analyst.

This refers to the acetic acid manufactured by Peuchen & Co., Toronto and is a strong endorsement as to the strength and purity of this article.

"House Organs."

F. Stearns & Co., manufacturing pharmacists, of Detroit, define their position on the question of the "house organ" in a way that must commend itself to those who oppose "sailing under false colors," and are in sympathy with proper business methods. This is what they say of their *New Idea*:

"Most publications of manufacturing concerns which pretend to be independent journals are house organs pure and simple, yet by sailing under false colors secure second-class postage rates, and thereby defraud the government of hundreds of thousands of dollars annually. The *New Idea* is our house organ, and as such sails under its true colors, pays 1 cent postage for each copy mailed, and does not pretend to be an independent journal. It is both scientific and commercial, not too much of the one to be detrimental to the other. Forty to fifty thousand copies are mailed of each issue to our customers in the drug trade and to members of the medical profession; none are ever sent to the laity."

The Phenacetin Suit.

Re Phenacetin, regarding which a legal warning has been sent out to the druggists and doctors of Ontario, the case of the Farbenfabriken against Scott & MacMillan, Toronto, for an injunction to prevent the defendants selling this drug, came up before Judge Rose on May 14th, when the Chief Justice ruled to allow the defendants to sell until such time as the trial of the trade mark came up in court, refusing interim injunction which was asked for by the plaintiffs.