

a credit to the trade, but will also be a means of securing more profitable basis of business.

AN EXPLANATION OF THE RETAIL AGREEMENT.

First clause: We, the retail druggists of the Province of Ontario, agree to buy our patent and proprietary medicines solely from wholesale druggists and jobbers, and we further agree to co-operate with each other in every legitimate way to promote our common interests and our profession in general.

The reason for the insertion of this clause in our retail agreement was that the wholesale druggists were making complaints that retail druggists were buying their patent and proprietary medicines direct from the manufacturers, and thus the wholesale druggists received no profit or commission on sales thus made, and so it was thought desirable to enlist the sympathies and assistance of the wholesale druggist by the retail druggist promising in the future to buy all patent and proprietary medicines through wholesale druggists. Nearly six hundred and fifty retail druggists have signed this agreement that they will buy all their patent and proprietary medicines from the wholesale druggists, and still complaints reach me from the wholesale druggists that retail druggists are buying their patents direct from the manufacturers. I would request of the retail druggists, if there are any who have thus transgressed their agreement, that in future they will buy their patents through or from the wholesale druggists, and not direct from the manufacturers. By thus keeping faith with the wholesale druggists is the only way to retain their sympathies and assistance. Let us, as retailers, act our part manly and honestly, let us live up to the very letter of our agreement. More of the success of the society depends upon the individual and the united action of the retailers themselves than upon any other branch of the business. Therefore, let us be faithful to our agreement. We admit that this is the retail druggists sacrifice, that it is hard for the retail druggist who has been in the habit of buying jobbers' quantities to see the wisdom in paying the wholesale druggist an increased price for patents that they have been accustomed to buy for a less price direct from the manufacturers, but if the druggist who resides where cutting exists will think of the profit on each bottle that he is losing now, and if he sees a chance of regaining this lost profit, he should not object to paying the wholesale druggist the slight increase in price on his patents. On the other hand, take the druggist who lives where no cutting is being done, still he is losing sales of patent medicines every day by his customers sending away for their medicines to other cities where prices are cut; thus he is losing sales that he ought to have, and if he sees a chance that this kind of business will be stopped he should not object to paying the slightly

increased price to the wholesale druggist for his patent medicines. And, further, we agree to help each other in every legitimate way to promote our common interests and our profession in general. Let us not lose sight of this fact, that we are in duty bound to assist each other. We ought to be pleased to see our opposition druggist prosper. How many are glad to hear of the success and prosperity of their opposition? For my part, no customer of any of my brother opposition druggists here in Woodstock is more pleased to see them obtain full prices for their goods than I am. The only way for this condition of affairs to exist is for the druggists in the various villages, towns, and cities to become better acquainted with each other, acquire confidence in each other, arrange all matters of prices between each other, and then each one live up to his agreement. Let district and local associations be held, have them well attended, and, above all, organize all the time and keep everlastingly at it.

Second clause: Also, considering the co-operation of the wholesale druggists and jobbers in matters pertaining to our interests, we agree, all things being equal, to give them the preference over other dealers in the purchase of our sundries.

Wholesalers also complain that this clause is not being adhered to. I would request the retailers to give the wholesale druggists a chance on their sundry orders. If you cannot buy sundries as cheaply from a wholesale druggist as you can elsewhere, you are at perfect liberty to buy where you can do better; but, in the first place, do as you have agreed to do, "give the wholesale druggist the preference." I believe that most, if not all, of the wholesale druggists carry a pretty full assortment of sundries, and, if the retail druggists will encourage them by placing their orders for sundries with them, I am confident that the wholesale druggists will soon carry a large and most complete stock of sundries. Let us do as we have agreed to do, give them the preference in the purchase of our sundries, until we find that we can do better elsewhere. Let us be honest with ourselves and honest with our wholesale friends. It is one of the objects of this Society to endeavor to regulate and confine all sales of drugs and everything pertaining to the drug business to those who are actually engaged in the drug business.

Third clause: We further agree to maintain the prices intended by the manufacturers of patent and proprietary medicines, and to retail drugs, chemicals, and specialties at prices for which they are fairly and usually sold, or, in the case of articles other than patent and proprietary, as agreed upon by the majority of the local or district association.

This clause needs no explanation. It is very clearly and tersely put. In this we agree to maintain the prices intended by the manufacturer, that is, to sell Burdock Blood Bitters at \$1 per bottle, and not at 65 cents per bottle. Prices for

drugs, etc., are to be those for which they are fairly and usually sold, or they may be prices agreed upon by the district or local association. It is the object of this society to issue a universal price book for the entire province, and have prices more uniform than they are now.

Fourth clause: And we also further agree in no case to substitute in the sale of patent or proprietary articles.

All druggists know what substitution means. Manufacturers complained that the retail druggists did so much substituting that they did not get the full value of their advertising, and, therefore, that they were losing money both in loss of sales and advertising. This clause was inserted in the retail agreement, so that we might obtain the sympathies and assistance of the manufacturers, and we hope and trust that all members will not substitute the goods of any firm of manufacturers whose name is on our friendly list.

Let us be organized, let us understand one another, let us act as one man, let us make ourselves felt, let us have confidence in each other and our society, let each druggist do all he can to promote our common interests, and success must eventually crown our efforts.

Very truly yours,

J. T. PEPPER,
Sec. and Treas. O.S.R.D.

Results of Examination at the Ontario College of Pharmacy, May 1896.

PRIZE MEN.

College Gold Medal—R. A. Gausby, Guelph.

College Silver Medal—J. W. McDougall, Strathroy.

Chemistry Medal—R. A. Gausby, Guelph.

Pharmacy Medal—W. H. Crossland, Barrie.

Materia Medica Medal—J. W. McDougall, Strathroy.

Botany Medal—A. C. Lochead, Parkhill.

D'Avignon Medal—D. E. Munro, Toronto.

HONOR LIST—IN ORDER OF MERIT.

Gausby, R. A., Guelph; McDougall, J. W., Strathroy; Lalonde, W. J., Ottawa; Coates, F. P., Walkerton; Greenshields, W. J., Toronto; Harkness, F. J., Tamworth; Mitchell, J. T., Tilsonburg; Crossland, W. H., Barrie; Master, Walter, Berlin; Renwick, W., Ottawa; McKay, R. L., Linwood; Reid, George, Bright; Hennessey, J. P., Hamilton; Lochead, A. C., Parkhill; Day, F. W., Ottawa; Anderson, J. G., Guelph; Burns, W. C., Cornwall; Westbrook, R. A., Oakland; Robson, W. H., Fenelon Falls; Ross, J. F., Toronto; Samuelson, N., Toronto; Bigham, G. F., Toronto; Edmonds, W., Norwich; McCutcheon, W. J., Cornwall; Jacobs, F. A., Toronto; Palm, O. G., Hamilton; Hoy, C. N., Orillia; Nairn,