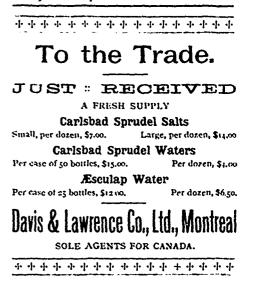
MARKET REPORT. of his memory must be stored all of the lat-

est jokes and stories extant. In the execu-Trade during the past month has been fairly active. The principal excitement has been over the remarkable drop in the price of iodides, owing to some trouble in the combination. The prices have dropped 50 per cent. Iodide of potash has been sold as low as \$2 per lb, mostly for forward delivery, as very little stocks were held in Canada when the drop took place. For the last few days prices have been stiffening, until they have resumed their old figure, and is worth to-day \$3.50 to \$3.75 per lb. Iodine, resub, has been sold as low as #3, and iodoform as low as \$4.80. but these and all the other preparations have gone back to old prices, and prospects are that they will stay there. Cascara Sagrada, as we predicted, has gone back to old prices. Balsam Canada, firmer. Balsam Copaita is lower, owing to new stocks coming in. Chamomiles firmer, owing to the reports that rain has spoiled the second gathering. Honey is liable to be high this fall; crop small. Opiumthe report of short crop is confirmed : the market is firm. Citrie and Tartaric acid still keep low. Camphor still advancing. Morphia-some makers have already advanced their prices : market firm. Mercurials are all higher.

In another column will be found the advertisement of G. M. Haldane, rubber stamp manufacturer, who advertises a formula for ink for rubber stamps, which has proved to be an excellent article. Write Mr. H. for particulars, at the same time mentioning the CANADIAN DRUGGIST.

N. W. McLaren, of 57 College street, Montreal, will on application and by mentioning the CANADIAN DRUGGIST, mail catalogue and price list of white enameled letters for shop windows, etc. These, without doubt, form one of the nicest and most attractive signs in use, are very durable, and quite inexpensive.



who, having drawn the capital prize in the Louisiana lottery, proceeds to organize himself into a syndicate for the purpose of piping natural gas into the city of Findley. Ex-Vice-President Colfax was, upon a cettain occasion, discussing the subject of future punishment with Dr. Foster, a noted divine of the Universal faith. The doctor was insisting that hell was a myth. To this Mr. Colfax replied with a great deal of earnestness : "Theremust be a hell, Doctor! It is a military necessity." It is along this line of argument and thought, gentlemen, that I shall attempt to lead you up to a point where you will at least sympathize with the exhortation, " bear these light afflictions for a season," when we apply it to commercial travellers. The leading forces employed in the distribution and interchange of merchandise may be classified under three heads, namely : the manufacturer or jobber, the retail merchant, and the travelling salesman. The duties of each of these are very different from the others, but the interests of all are identical. If the trinity act concertedly upon this hypothesis, the natural result will be pleasant as well as profitable commercial intercourse between them. If the sordidity of temperament or dyspepsia of either of them blind that one to this principle of mutuality, the particular one afore-mentioned will, in the due course of events, find that his meanness is costing him money, and making his own, as well as the lives of the other two, a burden, and later on, when he attempts to realize upon the clause of the unwritten law of commercial equity, the other two will shake their heads and say to him with no uncertain accent : "You make me tired." Theirs is a community of interests. The manufacturer or jobber and the retailer might be termed a pair of Siamese twins, and the travelling man the ligament which unites them. The description of the twins has been delegated to more competent hands : my mission is to diagnose the ligament. The dutics of the salesman are ministerial, executive and clerical. He is envoy extraordinary and minister plenipotentiary to about one million of merchants in the United States. The simple fact of his being a diplomat, possessing ability outranking that of Blaine or Bayard will not suffice. It is only expected of the first of these gentlemen that he will be a republican, and of the second, a democrat; our friend is expected to be both of these, and a prohibitionist as well. When loaded with the requisite complement of politics, he has upon his devoted shoulders the combined weight carried by McKinley, of Ohio, Mills of Texas, and Sam Small, of Georgia, through the last campaign. When requested to do so by a customer, he is expected to produce from some one of his multitudinous pockets the most approved recipe for either or all of the epidemics or contagious maladies which

afflict humanity; while in the deep recesses

tive branch of his anatomy, must be garnered an ability to make black look white, the power to "lead the blind by ways they know not; to make dark places light, and crooked paths straight before them," and to explain away the most exasperating mistakes that are sometimes made at the other end of the line. He must be able to show you that eighty cents cartage upon a single barrel of sugar was not a covert attempt upon the part of his house to sell you a dray, and leave the proprietorship of the same vested in the party of the first part. but a philanthropic endeavour to assist you in placing an unfortunate individual whom the Good Lord had originally intended for a congressman, but whom the unrelenting hand of misfortune had wrested from his high estate, down to driving a cart, back again up to the mountain of affluence. He must have a heart of marble and a will of steel, that he may grapple with an incorrigible merchant, and like Jacob of old, holding him fast, cry, "I will not let thee go, unless an order thou bestow." When he accomplishes his purpose, and secures your order, he sends it in to the house; in due time you receive an invoice accompanied by a letter, which informs you that the goods you did not want, but bought to fill out the order, have been shipped, and that the ones you were out of had been cancelled. You fire a letter back at them, using nitro-glycerine for ink. They call the ligament into the office, read your letter to him, and say, " You write to him, William, he will believe you," Then the ligament repairs to the "swearing-room," composes his nerves, and proceeds to inform you, that the house wanted to ship the goods in the first place, but the bookkeeper wouldn't let them. This last act of ignominy which has been heaped upon him is labelled " clerical." Oh, my brethren ! when the imperceptible veil which hides time from eternity shall have been drawn asunder, and all those who have been colonized upon the other side shall stand in bold relief before us; when the first great martyr, St. Stephen, shall appear surrounded by an innumerable company of victimized bookkeepers, let us hope, that as the commercial travellers march by in solid phalanx, the words wafted to our ears may not be from the lips of these, chanting in the language of Bill Nye's latest poem, "Where do you go from here?" but rather may there be carriages awaiting us at the station, with swift steeds, shod with pity for our many earthly qualities ; and as the clatter of their hoofs resound upon the streets of the shining city, may the greeting accorded us be as cordial as that usually extended to the members of my profession by the retailers whom we visit from time to time. Should this be our happy lot, I will pro-

mise you for myself, and the rest of the boys, who are not here to answer for themselves. that if we once succeed in getting on the inside we will do our level best to talk all of you through, in return for the many kindnesses shown us here.