

Our New York Letter.

The current of trade among drug circles is about in volume as it was a year ago, but it is more than likely that in the profit and loss account the former will not show up as cheerfully as then. This applies to all branches, except in some specialties which may be considered outside the general line. Here and there we find some special line allied to the drug trade which has made vast strides in acquiring increased patronage, but these fortunate ones are the few.

The wholesale drug trade find their profits diminished through the pushing methods of competing firms, the methods employed to outwit them of some branches of business that in the past they have had mainly the control of, and not least is it a mortification that the retailer will try to get the best of them when any opportunity offers.

The proprietary class of dealers find that in spite of their efforts to keep their goods out of the hands of cutters they are foiled on the one hand, and on the other; the dealers who fail to secure a profit on such articles are pushing their own, so that many are finding diminution of their sales by the regular trade, while many of the cutters only "cut" to bring trade to their own doors and then seek to force their own articles in place of those called for at the cut prices they advertise. In fact the "cutter" by principle is an "Ismaelite," for his hand is against *every man*, while few hold him in any kind of loving remembrance. The retail drug trade is far from being satisfactorily commensurate in the profits it affords to its followers, and what with its competitors, who like some varieties of parasites, are eating out its vitals, so far as the margins of profit is necessary for a business man to make a success of his enterprise, it is an unpleasant thing to contemplate what the future may be.

The pharmacist who has a good reputation, a good neighborhood with an adhering clientele, and physicians who do not prepare their own remedies and are not in the habit of fleeing the "doctor's cook" as well as their patients, stands a fair chance to make something better than a living.

What does all this signify? Too many in the same line of business competing for the same trade and holding out too many inducements to draw away trade from their competitors. We note that one of the large wholesale drug houses are withdrawing from the general line of drugs and adopting that of perfumery in lieu. We refer to Lazell, Dalley & Co., a house that with its existence under its predecessors has been established nearly half a century. While due largely to the failing health of the two partners whose names are that of the firm, it yet indicates that wholesale druggists are not reaping the profits they once did. There is a rumor that one of the large Philadelphia drug

firms will shortly announce their withdrawal from active trade.

Our city is making many changes as to its fashions for business locations. Uptown used to be 11th street. Now it is anywhere within six miles of that once far uptown fashionable street. Fifth avenue, once the home of the wealthy aristocrats, is now largely invaded by business firms and the lovely homes are now restaurants, dry goods stores, drug stores, office buildings, tailors' parlors for "tailor-made girls" and what with the busy throng it will doubtless soon be what Broadway was a few years ago. We are here reminded that the first drug store that was on this avenue proved a sad venture for its owner, but in almost the same spot is to-day one of the most successful of our pharmacists, Fraser & Co., who are very near 25th street.

The College of Pharmacy in this city has now over 300 students in all, and it is said that the present course has been more attractive than any of its predecessors. Its faculty have strong names, Chandler, Bedford, Elliott, Rusby, names that are known *everywhere*. Prof. Chandler has been lecturing with this college for some twenty-five years or more and his lectures are a wonderful treat to listen to. Prof. Bedford has lectured for seventeen years and we are informed that he has been since 1860 either secretary, trustee or one of the faculty, a pretty close connection as an active worker for its interests. Prof. Elliott was for some years the assistant of Prof. Chandler, but during the past few years has succeeded him in the department of general chemistry and at the head of the chemical laboratory, while Prof. Chandler has taken the department of organic chemistry. Prof. Rusby is the latest acquisition, this being only his second year, succeeding the late Prof. W. DeF. Day, as also the late Prof. Joseph Schrenk, both of whom died during '89. Prof. Rusby made extensive botanical researches in the western territories for the Smithsonian Institution, and later in South America an extensive tour in the land of coca and cinchona as well as explorations along the Amazon have made him an authority as a botanist and deliver after information that relates to drugs and such. He is a very interesting and fluent lecturer, but "we boys" think he is grinding it into us pretty hard, but very effectually. During the past summer the college has been made more attractive in its interior arrangements and all feel more happy. But there are hopes that ere long there will be a new building far more capacious and much better fitted for those who will follow the class of '91.

Election day and the McKinley Bill and its effects have not so much interest for you Canadians, but who knows that before we students shall be old men your part of the continent will not be "of us." Quien Sabe?

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