

enable them to palm off some colorable imitation.

Mr. Good has always taken a very active interest in all matters pertaining to the welfare of the retail drug trade, and has given unstintingly of his time and means in support of every worthy organization to promote its prosperity, yet he feels that, apart from voluntary contributions, he should not be expected to devote the bulk of his means to aid retailers in robbing him of his rightful interests. We do not believe that these druggists planned to injure Mr. Good deliberately; but, under any circumstances, the imitative assortment of pills which they furnished him provides an object lesson which does not redound to the ethical honesty of the druggists of Ontario, and particularly of Toronto. We regret at all times having to use the columns of *THE DRUGGIST* for such a purpose as this; but we trust that, in doing our duty by bringing to the attention of the trade a wrong that needs righting, we will help to secure the righting of a wrong which should never have been perpetrated.

The Commercial Druggist.

It is a well-known fact that many capable druggists are a complete failure in a commercial sense. The training which has given them theoretical knowledge will not ensure their success if business instinct and training are lacking. The druggist who expects to be successful in the business part of his profession must be a merchant. He must be able to buy as well as to sell. He must be prepared to adopt the same methods in business which make other merchants around him successful. He must learn, and that quickly, that the public care more for good goods at right prices than they do for being served by a Ph.G., or Phm.B., who seeks to impress himself as such. The principles of business are not governed by theory; they are too definite to theorize with. The winner works, or knows how to get others to do it profitably. Some of the features which are necessary for the druggist, at least, are attention, affability, promptitude, exactitude, personal interest, and untiring energy. These are personal, but their application to the demands of the public will ensure a reputation for having stock, keeping it well, and dispensing it to the satisfaction of customers.

The merchant druggist never feels he knows it all. He puts personality in the background and brings business ideas to the fore, changing and adapting the methods and ideas of others at any and all times when they answer his purpose.

He is a thinker as well as a worker, a planner as well as a plodder. He is ever alive to do business when it is to be done, and as thoughtful to arrange for the future as to toil for the present. He studies his customers, their wants, and their peculiarities. He knows when to give credit and when to refuse, doing the latter always so as to dispel the sting that hurts. He ever keeps in mind the knowledge that he is a servant of the public, and that his aptitude to serve their wants, rather than his own wishes, will determine more than anything else how often they will use him to his profit.

American Pharmaceutical Association.

ANNUAL MEETING.

FIRST DAY—WEDNESDAY, AUGUST 12.

The morning was taken up with the council meeting, while the members renewed acquaintanceship and passed the time in pleasant conversation on the rotunda. Up to noon over two hundred delegates had registered at the local secretary's office. The afternoon session opened in the Ladies' Ordinary at 3:45 with Mr. James H. Goode, president, in the chair. Mr. R. W. Williams, president of the Pharmaceutical Association of the Province of Quebec, welcomed the visitors, stating that this was the second time that the association had met on Canadian soil. Mr. W. H. Chapman, president of the Montreal College of Pharmacy, who also welcomed the visitors, and hoped that they would return home benefited and pleased with their visit.

Professor Patch, of Boston, in returning thanks for the association, referred to the historical associations connected with the city of Montreal, and concluded with the remark that while they had brought some *good* people with them he had already found that all the *good* people were not confined to other side of the line. Mr. Charles E. Dohme, vice-president, having taken the chair, the president then delivered his address, which was declared by the members of the association, who applauded the many good points in the speech, to be eminently business-like and practical. After referring to the fact that the limits of the American Pharmaceutical Association were the whole continent of North America, the president went on to speak of the work done by the special committee on weights and measures during the past year. It had co-operated with the American Historical Society and other societies in petitioning Congress to pass a law making the use of the metric system compulsory at an early date in all transactions where weights or measures, or both, were used. They had not succeeded, but that was no cause for discouragement. The wonder was that they had done so well, for they had almost succeeded. They had an immense deal to contend with; it was no easy matter to change a system of weights and measures—a system absolutely without a sys-

tem, but which by education and use had become a part of the people themselves. The metric system would have to be persistently pressed by scientific organizations and more thoroughly taught in all their schools before the people would be ready to accept it in measuring values in the daily transactions of life. He hoped that soon the reproach that Britain and the United States were the only nations not using the metric system would be removed. During the year a new edition of the National Formulary had been issued. The first edition was a popular work, and the second, an improvement on the first, was likely to be more so.

The president, after referring to the aims of the association, said: "We invite membership of a desirable quality. Mutual benefit comes with co-operation, and the discovery is made that we all have much in common. Personal contact develops personal kindness, and both the business and the professional man will find the spirit of antagonism melt away under genial influences."

In the evening a very pleasing reception was held in parlors of the Windsor Hotel, tendered by the Pharmaceutical Association of the Province of Quebec and the Montreal College of Pharmacy. Over one hundred and fifty of the visiting delegates were present, and many of the prominent pharmacists in the city. The guests were received by Mr. W. H. Chapman, president of the Montreal College of Pharmacy, and Mr. R. W. Williams, president of the Pharmaceutical Association of the Province of Quebec.

SECOND DAY.

At half-past ten o'clock the president called the association to order. Owing to the exertions of the previous evening possibly, and the great heat of the previous day, but few of the delegates were in attendance at the opening of the session. After the reading of the minutes by the secretary, it was intimated that the nominating committee had made the following nominations: President, J. E. Morrison, Montreal; first vice-president, Dr. Geo. F. Payne, Atlantic, Georgia; second vice president, W. A. Frost, St. Paul, Minn.; third vice-president, G. W. Parison, Perth, Embroy, N.J.; treasurer, S. A. D. Sheppard, Boston; general secretary, Prof. Chas. Caspari, Baltimore; reporter on *Progress of Pharmacy*, Prof. C. Lewis Diehl, Louisville, Ky.; members of council, Chas. Dohme, Baltimore, J. M. Good, St. Louis, J. P. Remington, Philadelphia.

These were approved by the meeting, and, after the usual ballot for the position of president, declared unanimously elected. After much discussion, and after the claims of Nashville, Tenn., had been vigorously urged by Mr. J. C. Burge, who read a special invitation from the Chamber of Commerce and other parties, it was finally decided that the next place of meeting should be Lake Minnetonka, Minnesota, and the time the fourth Monday of August, 1897.

(Balance of report next month.)