

second. It is right that every druggist should establish definite hours of opening and closing, so that the public may be taught to recognize business habits in the conduct of his store. Yet these hours should be so fixed that the legitimate wants of the public may be supplied, while not extending the service to the physical injury of the druggist.

Under the most favorable circumstances the hours cannot be curtailed to admit of much relaxation for the compounder, but every hour or half hour cut off from the strain will help him to endure for a longer period a business which somebody must engage in, but which does not pay any too great a sum per hour for the service given.

Attentive Clerks.

Nothing gives a business place a good name more rapidly than the attention of its clerks. It matters not what their appearance may be, provided that they possess a courteous and attentive manner.

Human nature is so constituted that it instinctively feels, and values, attention. This is especially so of the gentler sex who in our land and under our customs are the buyers for the home.

The clerk who treats every customer upon whom he is called to wait from the moment of their entry until the moment of their exit as though their patronage was essential to the store, will be sure to win and retain customers who could not be held so effectively by any other means.

Civility and attention are two things which every proprietor or manager should earnestly strive to inculcate in those under him, and those who do not adapt themselves readily should be advised to seek an occupation where manners do not count.

Sunday Closing in Chicago.

Arrangements for a meeting of all the druggists in Chicago, for the purpose of discussing the Sunday-closing proposition are now under way by the Southwest Side Retail Druggists' Association. The organization held a meeting, and the largest attendance which has ever greeted a meeting of the association was on hand. At the present time the members are closing their doors at 7 o'clock Sunday evenings, but they are anxious to secure more of the day for recreation. It was decided to try and formulate some sort

of an agreement with the druggists of the north, south and west sides of the city to bring about Sunday closing. There was much discussion on the subject and those who are now closing their stores reported that the plan had met with the hearty approbation of the patrons of the various stores.

The Jobbers want Concessions.

At a recent meeting of the wholesale druggists in New York, held at the Astor House, it was decided that unless manufacturers would grant further concessions in the matter of rebates, etc., in certain lines, steps would be taken looking to the organization of a joint stock manufacturing company amongst the wholesalers.

Mr. H. H. Lyman, M.A.

Mr. Henry Herbert Lyman whose portrait is herewith given, was born in Montreal, Dec. 21st, 1854, and was educated



Mr. H. H. Lyman, M.A.

at the West End Academy and High School, at the latter winning the "Davidson Medal." He afterwards attended McGill University, where he took the degree of B.A., in 1876 and M.A. in 1880.

In 1877 he became a partner in the wholesale drug firm of Lyman, Clare & Co., Montreal, which firm later became the present firm of Lyman Sons & Co. Mr. Lyman is also president of the Lyman Brothers & Co., Limited, wholesale druggist of Toronto. Both of these firms with which Mr. Lyman is connected are well known to our readers, their busi-

ness extending throughout the Dominion and are amongst the most enterprising of our wholesale drug houses.

Mr. Lyman has also been an active participant in military matters, having enrolled in the Royal Scots of Canada (which was then the Fifth Batt.) in 1877, and rose to be major, which rank he held when he retired in 1891. He is also a fellow of the Royal Colonial Institute, a member of the Council of the British Empire League and for the past thirteen years has been president of the Montreal branch of the Entomological Society of Ontario, a branch of science in which he has always taken the deepest interest, and on which he has written many excellent articles, which have appeared from time to time in the *Canadian Entomologist*, to which we are indebted for many of the facts mentioned here.

The Position of Carbolic Acid.

The issue of a Royal Proclamation on January 11th by the British Government, prohibiting the exportation of picric acid, trinitro-phenol, trinitro-cresol, carbolic acid phenol, cresylic acid cresol, from the United Kingdom has materially altered the prices of these goods, and caused a good deal of consternation amongst manufacturers and exporters in England. At a joint meeting of interested firms held in London it was decided to use their concerted influence with the Government to modify the proclamation so that carbolic acid for purely medicinal purposes could be exported, as the object in preventing the shipment of these chemicals was evidently to prevent any explosives thus finding their way to the Boer headquarters, or to any nation with which Great Britain might be at war.

The matter has also engaged the attention of German chemical dealers, and a petition has been sent to the Chancellor urging him to use influence to secure the withdrawal of the prohibition, pointing out the fact that "the whole world depends on England for supplies of carbolic acid."

The *Kölnische Zeitung* (*Chemist and Druggist*, Jan. 27th) says: "Not only the German chemical industry, but the entire industry of Germany, is most keenly affected by the prohibition. The minor proportion only of carbolic acid is used for the production of explosives (picric acid), and by far and away the greater part for disinfectants and for the manu-