

gist may sell without coming under the ban of the law, and yet which are unwise sales, is very large, but in any case, the amount of profit to be derived from their indiscriminate use is not sufficiently great to be a temptation unless the vendor is utterly regardless of the welfare of his customers and sees only in their demands a means of furthering his sales and incidental profits.

We have yet to believe that it is possible for any druggist to sell these things knowing that they are to be used either ignorantly or improperly without suffering a loss of personal self-respect which cannot be offset by the material gain derived. We also do not believe that even the most wanton vendor of such drugs is a gainer by these transactions, as the patient's friends, or rather the victim's friends, and the physician who becomes aware of his practice, will cause him to lose more than he gains.

The conscientious pharmacist who strives to conduct his business according to the spirit of his profession so that the public who entrust their welfare to his care may be well served has difficulties enough, yet he always has the clear conscience and ultimately wins and deserves a reputation for probity which is worth more to him than the profits derived from a lifetime of unwise sales.

Retail Druggists' Association.

The Executive Committee of the National Association of Retail Druggists of the United States have decided that the annual meeting will be held at Cincinnati, Ohio, Oct. 3-6, inclusive. It is expected that all local and state associations will send delegates. We would suggest that the Council of the Ontario College of Pharmacy and the executive of the newly-formed Retail Druggists' Association of Montreal appoint delegates to attend this meeting. Much can be learned in the way of organization and general working out of the principles which govern this body, all of which could be of great benefit in our associations. It might also be deemed advisable in the near future to have an International Association, including the druggists of the United States and Canada, and an exchange of ideas as to the formation of such an association would be helpful. The O. C. P. Council meets early in August and the Committee on Commercial Interests should make this a subject for consideration.

Tea for Druggists.

The suggestion of a tea trade by druggists may seem a somewhat novel innovation but the remarkable results which can be obtained by a study of tea and of the methods of introducing it warrant us in suggesting that the druggist who has quietly been deprived of a large and lucrative share of his trade by the enterprising grocer shall retaliate by handling and blending teas.

There are three ways in which tea may be handled by the druggist.

If he does not want to study teas carefully he can buy what he wishes to sell ready-blended and packages for retail in sizes to suit his trade, or he may buy his tea ready-blended and package it himself.

On the other hand he may buy in original packages from the wholesale dealer, but in this case he will require to know the kinds of tea to purchase, the manner in which to blend them and the prices he ought to pay.

Teas imported in original packages range in weight from 50 to 100 lbs., 50 to 60 lbs. being the usual sizes.

When the druggist embarks in the tea business he must do it as a specialty if he intends to make much of a success at it. The public must be taught to expect a uniform and exceptional quality of tea or he cannot succeed. He cannot expect to do a chance tea trade, he will either win or lose in a comparatively short period.

With a poor tea he is bound to lose soon, but with a good tea he can afford to fight for a competitive place. No tea should be kept in stock which is not well-packaged. Air-tight tin packages being preferable. The tea should be kept in a dry place, and from the proximity of anything which could impart to it any undesirable odor. When a particular kind becomes popular the blend should be rigidly adhered to and under no considerations should a change be made even though it might be considered an improvement.

For druggists' use teas should be selected which are as free from astringency as possible. The liquoring should be agreeably smooth to the taste and where such tea can be popularized it should be sold with a certificate from an analyst setting forth that owing to its freedom from excessive quantities of tannin it is highly desirable for those whose digestion is

likely to be impaired by the use of the ordinary astringent teas.

In fact the name "Ceylon Digestive Tea" would, in our opinion, be a good one for druggists' adoption. A number of leading druggists in Canada have taken up the sale of tea, and not a few have been surprised at the success they have met with. Amongst English druggists the sale of special blends of tea has been a prominent feature of their trade for ten or fifteen years. In Canada it is just being taken up, but we do not doubt that in less than two years it will be an important adjunct to their trade.

Tea leaves are as much of a drug in one sense as senna leaves. The druggist should be able to study them sufficiently to become somewhat better posted than the average grocer, and if he will only take the pains to gain the knowledge necessary he will not have to take much pains to get the profit which can be derived from the sale. Knowledge may be power, but in this case it is profit.

Substitution.

The word substitution is being so frequently, flaringly, and publicly aimed at the head of the druggist in these adverse times that he has gradually become so case-hardened as to fail to stop to think if the expression can be properly applied to him.

There is, and always has been, a reason for everything, and there is, and is likely to be for some time to come, a reason for what is sometimes properly, and again very often improperly, termed substitution. Causes always produce effects, and in this case there has been no exception to the rule.

When the departmental dealer became a retail drug capitalist, and was permitted by the manufacturer to obtain his goods on better terms than the small retail druggist because he could buy grosses to the other's dozens, then he became a substitute for a druggist.

The druggist might have been willing to remain as an agent, but when he was thus forced to become a sub-agent as it were he very naturally rebelled, and as every rebel fights with the most serviceable weapons which he can command, the druggist pressed into service the knowledge and ability he possessed as a personal manufacturer to protect his business. In doing so, and in recommending his own goods in preference to those of the advertised kind, he has now