

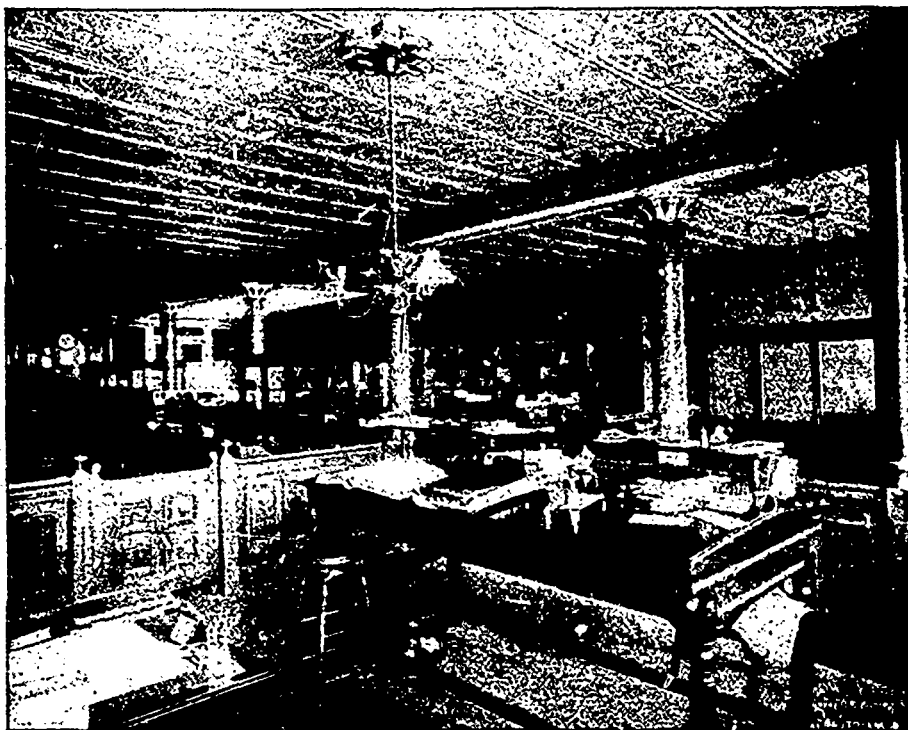
A Successful Firm.

The present wholesale drug house of J. Winer & Co. was established in the year 1830 in Hamilton, then a village of 1,000 inhabitants, by the late John Winer. From the first he did a limited jobbing trade, which was greatly enlarged after the fire that destroyed his property in 1845. Just recently, on the death of one of his oldest customers, the firm came into possession of several old invoices, one dated February 11th, 1846, in which prices are charged that would make modern jobbers' mouths water. The business, however, did not become exclusively wholesale till 1862, when the retail department was disposed of and the firm moved into part of the present premises. Since that time (apart from the retirement of the senior partner in 1884) there has been little change in the personnel of the firm, whose members now are Messrs. George Rutherford, John McHaffie, and Wm. C. Niblett.

Since they purchased the original building successive additions have been made as the business grew, till it comprised the present extensive premises, which cover the ground extending from King street, 300 feet in depth, to Prince's Square, with a total width of 40 feet throughout, an alleyway separating the front and rear warehouses. Last summer it was decided to remodel the King street building, and accordingly the two adjoining stores were thrown into one, a substantial modern front erected, and many improvements introduced, with the view of increasing the capacity and convenience of the warehouse.

There is in the five flats of the two buildings a floor space of nearly 50,000 feet (considerably over an acre), all of which is utilized to the fullest extent. The laboratory and rough workrooms are situated on the main street (Prince's Square) front; while the offices, showroom, and city delivery open on King street. A cut of the interior of these latter is given above, and they are so fitted up as to be not only commodious and convenient, but also handsome, and in this respect are said to be unexcelled (if equalled) by any other drug establishment in the Dominion.

The long experience of this firm as cash buyers in the primary markets, and their exceptional facilities for handling goods with cheapness and dispatch, have made them favorites with careful buyers in the territory they cover. They are not ambitious of a very widespread trade, soliciting orders by travellers only in Western Ontario, but they have old customers in all sections of the country who do not forget them. They also aim to confine their sales to the retail drug trade as far as practicable. They do not aspire to brilliance or novelty in their business methods, but continue to rely, as they have done through a long and moderately successful business career, on the old-fashioned, but not yet outworn, qualifications of intelligence, economy, and probity.



Interior of J. Winer & Co.'s Offices.

The Ointments of the New Pharmacopœia.

Mr. Peter Boa, in an address delivered before the North British branch of the Pharmaceutical Society, said: In his experience only about a third of the official ointments are commonly prescribed, and from inquiry he found that his experience was not exceptional. He proceeded to discuss the probable causes of this neglect of so many of the preparations, pointing out that *ung. acid carbolica* contains the acid in crystals, because it is only partially soluble in the basis. Aconitine, atropine, and veratrine ointments are highly poisonous and dangerous, and have largely been replaced by preparations of cocaine and menthol. Calamine is inferior to oxide of zinc in ointment; creosote is efficiently and pleasantly replaced by carbolic acid;

glycerine and subacetate of lead ointment is meant to be soothing, but any soothing effect which the lead may possess is neutralized by the irritating nature of a paraffin basis. Elemi, resin, savin, and turpentine ointments are relics of a style of practice now in disuse by the best practitioners. Spermaceti and simple ointments are not now so much in use as they have been, the benzoin in the former spoiling it for ophthalmic use; and the readiness with which the latter becomes rancid has brought it into disfavor. The author considers that the official bases are not quite satisfactory. Most of them become rancid, and the paraffins are not always bland, but *adepts lane* under certain conditions promise to be a good basis. He is not disposed to regard with favor one common basis. There might

be a classification of certain ointments as regards strength and basis. Those which contain insoluble and not very potent substances might be of uniform strength, and made with a paraffin basis, while those with soluble active ingredients, like carbolic acid and eucalyptus, might be made alike in strength and fatty basis. If there were a basis in which the active ingredient is soluble, that basis should be chosen for it, unless objectionable in some other way. In all the official ointments, the ingredients of which are melted together, the directions are to stir

till cold. The author has shown that in many of them this is unnecessary, and in some objectionable. Briefly, a stirred ointment is more liable to become rancid than one allowed to cool at rest. A basis of some non fatty substance, which would wash off with water without soap, might be useful. Tragacanth, starch, dextrin, and gum acacia, either alone or together, might be employed. Some more compound ointments of the sort in use now should be introduced. The compound ointments at present official are among the most useless in the book. Bismuth, cocaine, and menthol ointments are now much used in practice, and he suggested their recognition.—*Chemist and Druggist*.

Let trade see you are discouraged, and you discourage trade.