

Canadian Druggist

Devoted to the interests of the General Drug Trade and to the Advancement of Pharmacy.

VOL. VIII.

TORONTO, MAY, 1896.

No. 5

Canadian Druggist

WILLIAM J. DYAS, PUBLISHER.

Subscription \$1 per year in advance.

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

New advertisements or changes to be addressed

Canadian Druggist,

112 1/2 RICHMOND ST. WEST,

TORONTO, ONT.

EUROPEAN AGENCIES:

ENGLAND: Aldermay House, 60 Watling Street, London, E. C.

FRANCE: 5 Rue de la Bourse, Paris.

CONTENTS.

Feeling the Pressure.

To Abolish the Department Store.

Ontario Society of Retail Druggists.

A Pure Acid:

House Organs.

Ontario College of Pharmacy Examinations.

College of Pharmacy.

TRADE NOTES.

Montreal Notes.

Manitoba Notes.

British Columbia Notes.

Manitoba College of Pharmacy—Minor and Major Examinations, 1896.

The New System.

Peau d'Espagne.

CORRESPONDENCE.

Alcohol—\$3.60 a gallon.

Québec Pharmaceutical Association.

The Acorns of Business.

Camphor.

EDITORIALS.

A Grievance.

Editorial Notes.

Prosecution Under the Pharmacy Act.

Skiagraphy.

Montreal College of Pharmacy Examinations.

Curing Cracked Emulsions.

Menthol-Phenol as an Antiseptic.

The Protoplast Cell.

Canadian Pharmaceutical Organizations.

THE SCIENCE OF OPTICS.

Elementary Anatomy of the Eye.

Books for Druggists.

Pharmacy in England.

The Price of Alcohol.

FORMULARY.

PHOTOGRAPHIC NOTES.

ADVERTISING.

Practical Hints on Advertising.

Action of the "X" Rays upon Precious Stones.

Cod Liver Oil Report.

Ammonia in Cork Stoppers.

BUSINESS NOTICES.

BOOKS.

MAGAZINES.

DRUG REPORTS.

Feeling the Pressure.

That the action taken by the newly formed Society of Ontario Druggists would make itself felt if promptness and energy were displayed was predicted in these columns, and results so far fully justify our predictions. Not only have a large majority of the offending members in the trade been brought into line, but those outside of it, viz., the departmental stores and general dealers, are experiencing what a joint and determined action of so numerous a body may accomplish in a short time. That these departmental stores especially have felt this is very evident from their frantic endeavors to gain the sympathy of the general public, and to belittle as much as possible the efforts which are being so well directed to bring about a more business like state of affairs. The "shoe pinches" hard; the worn-out, threadbare cries of "400 per cent." profit and "no monopoly" are being made to do duty, and the standard of "drugs at dry goods prices" is being flung to the breeze. In their desperate efforts to obtain supplies, they are using all kinds of subterfuges and adopting methods which, if they are those of the "dry goods," are certainly far removed from honorable business principles.

Foiled, as they have been, in their endeavor to obtain complete lines of patent they are now putting up lines of their own, with the combined idea of injuring the patent medicine manufacturers, some of whom too readily supplied them goods, and the druggist, whose legitimate business they covet.

In the Toronto dailies, not long ago, there appeared an advertisement of The T. Eaton Co. offering Young's Sarsaparilla, with T. Eaton & Co.'s name on it as manufacturers, and price one dollar, but which they were willing to sell to the "bargain"-loving public at 35 cents—in all probability, all, if not more than all, it was worth.

The fact that The T. Eaton Co.'s name

appears on the label does not seem to tally with the fact that they have made "a special purchase of five thousand bottles," nor does the statement afford much satisfaction to those manufacturers, who may have hitherto supplied them by the announcement that "the average Canadian will prefer to pay 35 cents when he knows this simpler and safer than most of the remedies that call themselves 'first class.'"

Many other "dry goods" lines of patents are also being foisted on an unsuspecting public in the same way.

In this there is also a lesson for the proprietary medicine manufacturer and others who have been in the habit of catering for the business of the departmental store. Many of them sought for this trade, and sold at prices which they have refused to grant to a wholesale druggist, under the impression, as some of them stated, that the departmental store would buy more in a month than any half dozen city stores would in a year. Granting this to be the case, they fail to look beyond this, and recognize the fact that in selling these "stores" they were antagonizing an army of druggists throughout the whole of Canada, who could, if they felt so disposed, do more to curtail their sales than any of "the stores" could do to increase them; also losing sight of another fact, that these same "stores" were only using them for their own purposes, and as soon as other lines presented themselves which could prove more profitable they would get the cold shoulder, and then where is the manufacturer, having lost the druggists' influence in the first place, now that of the "stores," what avenue has he left for the disposal of his goods? It is one of those cases where the boomerang is felt, and felt severely.

To Abolish the Department Stores.

A correspondent of the *National Retail Jeweler*, Philadelphia, in a recent number of that journal, suggests the