

There is no reason why the retail druggist should not in the majority of cases supply the physician with all he needs, and we believe that the druggist is warranted in selling goods at the least possible minimum of profit in order to secure not only the good-will of his physician, but also additional business which must come through the influence of the family physician.

Now-a-days we cannot afford to stand too much on dignity while pecuniary interests are so much at stake, and while we do not advocate in the least losing one's own self-respect, we believe that the matter of friendly business relations between druggist and physician can in a large majority of instances be maintained by judicious and politic methods.

The India Rubber Industry.

The general advance in prices during the present year of India rubber goods has been mainly due to the extraordinary increase in demand as a result of the rubber tire industry, together with the fact that in many places the supply has shown a diminution. In order to meet the extraordinary demand for this product, the various governments have bestirred themselves and we find that more than usual interest is being taken in the matter.

The United States Government have in contemplation the procuring of a new source of supply in the recently acquired accession of Hawaii and it is stated that the agents of the Department of Agriculture will collect some 100,000 rubber trees from various parts of Brazil, Mexico and Central America for planting in Hawaii.

The Government of India has sanctioned the establishment of a rubber plantation in the Tenasserim Coast, where it has been thoroughly proved that the Brazilian tree will not only thrive but will reproduce itself and yield rubber of the very best quality. This plantation will consist of about 10,000 acres and it is mentioned that at about the end of twelve years will have paid its cost and the income would be a permanent one.

The Government of the Congo State has increased the varieties of rubber plants and has ordered them to be distributed through its agents or planters in order to further the cultivation of rubber-giving plants in that state. A decree has also been issued ordering that every firm exploiting rubber from its territories shall

plant a certain number of fresh trees according to its shipments of that product.

According to some authorities it is said that in the near future Africa will yield a large increase of rubber and the product grown there is looked upon with more favor than it was at one time, although it is not up to the standard of Para rubber.

It is also said that owing to the ruthless destruction by the natives of the rubber-yielding trees in German East Africa, the output from that district has been greatly diminished. In fact the exports have fallen so low that only about one-tenth of the quantity which was gathered a few years ago is now sent from this locality. The Government has now issued regulations whereby the natives are only allowed to tap the tree by incisions some distance up the tree, and it is thus hoped to prevent the cutting down of the trees.

Another cause for the diminution in the quantity of rubber from West Africa is said to be on account of the scarcity of labor, inducements having been held out to the natives to collect palm oil, instead of rubber, and also the competition between rubber merchants and coffee planters for such labor, has tended to limit the number of natives who are acclimatized to the miasmatic swamps where rubber is grown.

There is no doubt that the price of rubber goods cannot for some time be lowered unless it is through the addition of foreign materials, to take the place of some of the rubber, thus, of course, making a lower grade of goods.

The Long Hours Evil.

Once in a long while every business man wakes up from the dream of gold-making and takes note of what is happening around him. Takes a mental inventory of himself; sizes up himself physically and decides upon most radical changes for the better. Before this he has been content to drift on with the tide, opening and closing his store, and probably never actually realizing that every time he puts out the lights at night he is a day nearer the end of all things, as far as he is concerned. The druggist is no exception to this general rule, only more so. He has got to be up and doing; to watch his competitor and buy his little bills of goods as cheap as possible, if he is to make anything at all for himself. He, too, occasionally has an awakening—

sometimes not voluntary, by any means, but when health breaks down and *demand*s the attention he has failed to give. It is then that it dawns upon these business men and the druggist that he has been demanding too much of himself, that his hours of labor have allowed of too little recreation, and that he must make some provision in the future for more hours of relaxation if he would hold his body and soul together. Out west, in the Province of British Columbia, the public have been educated to regard the druggist as the ever-get-at-able man. Though they must realize that he is but human, and hence gets tired occasionally, yet when they happen to want him badly they think he ought to be promptly in evidence, no matter what the hour of night or day. The public have been educated to this—by whom? By the very men who are to-day striving with shattered nerves and disordered livers to patch up an apology for a vigorous frame by swallowing the drugs of their own compounding. Early morning finds the druggist behind his counter unbreakfasted, attending to the wants of the man who was out late, and, as the day wears on, night finds him at ten, eleven or perhaps twelve, selling soda to the late theatre goer. And yet he expects to keep his health, when every day he is robbing himself of much-needed rest and recreation. The druggist out west, then, feels that he is in the wrong; that there is a necessity for something to be done, and he will discuss the question with anyone most readily, making many suggestions more or less sensible. The fact is, that the long hours are telling upon us, and there is a grave need that some concerted action should be taken, and soon. Why, a man is content to spend the best time of his life, when his physical and mental capabilities are in their prime, acting as clerk until, worn out, he decides to try business for himself and improve matters. Straightway he makes matters worse by putting even more of a strain upon his already worn-out constitution. Now, why a man should be content to do this for the public, who, in their turn, think him a fool for his pains and a money-grabber to boot, I cannot comprehend.

If the druggist will persist, his blood be upon his own head; but why not follow the example of other business houses, and make a decided stand for shorter hours of labor? Open up at eight o'clock, and close at eight or nine at the very latest. There is very little business of real neces-