

Messrs. Fielding, Kennedy & Co., drug millers, 113-119 Simcoe street, Toronto, will be glad to furnish quotations for crude or powdered drugs in any quantities desired. They are in a position to supply the trade with these goods at the best possible figures and of undoubted quality. Their powdered drugs are put up in air-tight cartons, which, as well as being handsome containers, serve to prevent any deterioration from exposure. When in want of anything in their line drop a card asking for quotations.

Where Substitution Benefits the Patient.

The following incident, which is vouched for as being strictly accurate, occurred recently in this city:

A lady had been quite ill for a length of time, and medical advice had failed to give her relief. Change of air, altered diet, etc., were tried, but without having the desired beneficial effect.

Lately, on reading the morning paper, she noticed the advertisement of a well-known Sarsaparilla, and the advertisement so strongly convinced her of the intrinsic value of the medicine that she determined to try it. Remembering that there was a bottle of this preparation in the house, from which a small quantity had been taken before, she commenced the remedy according to the directions given on the bottle. No sooner had she taken the first dose than she felt immediate benefit, and remarked to her husband that she was satisfied it was just the thing for her. After each dose taken she had the same experience, and was so convinced of the wonderful effect that the medicine was having on her that, on finishing the bottle, she decided to keep on. Her husband accordingly procured another bottle, but on taking the first dose of the new one it appeared quite unlike that she had been taking before, and she remarked the difference. This, after taking two or three doses, was so apparent and the effect so different to that produced when she had been taking the first bottle that she suggested that there must have been something wrong.

After thoroughly investigating the matter it was found that there was no "druggists' substitution," nor was it a matter of prejudice on her part, but the fact was revealed that the mother of this lady, who, at the time, was stopping with her, had supposed that the medicine originally contained in the bottle was of

no use and threw it out, and filled the bottle with a good "Native wine," a case of substitution unwittingly committed.

As the lady patient was one who was strongly opposed to the use of any spirituous liquors and never used them in any form, the effect produced was something quite new to her.

Needless to say, it has convinced her that "a little wine for the stomach's sake" has proved, in her case, a blessing.

We do not suppose this will be taken advantage of by any of the large Sarsaparilla makers, but they are welcome to it, if it answers their purpose.

How to Buy Cigars.

No buyer of cigars should presume for a moment that he is possessed of the ability to select a smoker which will, in all cases, surely please his trade. The successful merchant is the one who follows a conservative course, buys from thoroughly reliable houses, and then places the goods before his patrons with the idea that their opinions, collectively taken, will be sure to indicate the success or nature of the brand, at least with him. All of the advertising, push and energy that one may put behind any cigar will not induce people to smoke it when once a generally adverse opinion as to its merits has been formed.

It should be the aim of every dealer to cater to the wants of his patrons and to carry such goods as are generally demanded. It is a fact well known that the most successful retailers of cigars are those who study the changing tastes and ideas of their customers and seek to satisfy them.

As to what the successful dealer shall handle, the public must eventually judge; and it is useless for us to say otherwise, because the public knows what it wants; and, right here, let me say that the merchant who, in the face of the fact that all grades of good tobaccos have greatly advanced in price during the past year, tries to build up his trade on \$28 and \$30 goods, is making a great mistake; it cannot be done. The cigar business of the average retail druggist pays him a fair margin of profit, and his opportunities to increase his trade by catering to the public taste are numerous and sure.—*Donovan, in Cigar Talk.*

The difference between repartee and impudence is in the size of the speaker.

Advance in Prices of Optical Goods.

The long-standing feud between the optical jobbers of Canada has at length been amicably adjusted, and the deplorable rate war is at an end.

The new price list went into effect on June 5th, and we look for a decidedly upward tendency in everything pertaining to optics.

The scale of prices agreed upon by the jobbing houses is more than fair to the Canadian optician, as they are, in most cases, the same, or less than the American list, even although our jobbers are working under a thirty per cent. duty on their stock.

One feature of the compromise will commend itself to all thinking minds, viz., the abolition of the system of free courses in optics.

For the future the optical student will have to pay for their tuition the same as in other professions, and we are of the opinion that the result could not be other than satisfactory to everyone connected with the practice of optics.

A NEW FILTERING MEDIUM.—G. W. Sargent and J. K. Faust recommend a novel arrangement for difficult filtering operations, such as the removal of manganese dioxide from nitric acid after precipitation from the acid solution by potassium chlorate, or the removal of ammonium phosphomolybdate after precipitation from a solution. A carbon filtering-tube with a stem 5 inches long, and a body 3½ inches long and 1¼ inches in diameter, is filled ¼ inch with pewter sand, a small piece of glass-wool being used to retain the sand; over this a thin layer of asbestos is formed by pouring in the asbestos shaken up with water and sucking the bed dry. A little hot dilute nitric acid is poured back and forward through the tube several times, and it is then ready for use. When a heavy precipitate is encountered, the bulb from a syringe is used to force air into the tube and drive the liquid through, care being taken to keep the bulb compressed until removed from the tube.—*Journ. Am. Chem.*

The eminent surgeon closed his pocket-book with a snap on the \$100 fee a wealthy patient had just paid him for a successful operation for appendicitis. "Tell me the appendix vermiformis is a useless organ, will you!" he soliloquized.—*Chicago Tribune.*