

Answers to Correspondents.

R. J., Westport, Ont.—The following are the formulas which appeared in our issue of July, 1895:

OLEATE OF AMMONIA.

Oleic acid	1 oz.
Alcohol	1 "
Solution ammonia	14 "

Pour the acid into a bottle, mix the spirit and ammonia and pour into the bottle. Cork tightly and allow to stand a week or more until saponification is complete.

LIQUID SHAMPOO.

Oleate ammonia	1 oz.
Borax	1 "
Cologne water	1 "
Glycerin	1 "
Water to	16 "

CLOTH CLEANSER.

Oleate ammonia	2 oz.
Sol. ammonia	2 "
Ether	1 "
Benzine	5 "
Chloroform	1 "

Mix the ammonia and oleate, shake well and add the ether, shake and add the benzine; after again agitating thoroughly add the chloroform and shake well. Allow to stand a few minutes and shake at intervals, when you will have a mixture of consistency of cream.

O. C. P. Elections.

The election for members of the council of the Ontario College of Pharmacy have resulted as follows:

Territorial Division.

- No 1. Henry Walters, Ottawa.
 " 2. J. H. Dickey, Trenton.
 " 3. (No nomination.)
 " 4. I. Curry, Toronto.
 " 5. J. H. Mackenzie, Toronto.
 " 6. G. A. Hunter, Sault Ste. Marie.
 " 7. A. Turner, Orangeville.
 " 8. G. B. McCullough, Hamilton.
 " 9. S. Snyder, Waterloo.
 " 10. W. A. Karn, Woodstock.
 " 11. (No nomination.)
 " 12. J. M. Hargreaves, Paisley.
 " 13. W. B. Graham, Ridgetown.

The representatives for Nos. 3 and 11 divisions will be appointed at the first meeting of the new council in August. The only contests were in Nos. 6 and 9 divisions. In the former G. A. Hunter was elected over W. J. Douglas, of Collingwood, and in the latter S. Snyder defeated Dr. Harbottle, of Burford.

T. D. C. Association.

An excursion under the auspices of the Toronto Drug Clerks' Association will be held at Oshawa Park, Friday, July 16th. The steamer *Garden City* has been chartered for the occasion, and a pleasant outing is looked for. The following athletic sports have been arranged for;

Bicycle Races.—1 mile open, amateur.
 $\frac{1}{2}$ mile open, amateur. 1 mile, boys, 15

years old and under. $\frac{1}{2}$ mile, drug clerks only. Slow bicycle race.

Jumping.—Running high jump. Running broad jump.

Foot Races.—100 yds. foot race. 50 yds. dash, drug clerks only. Boys, 14 years old and under, 100 yds. race.

Base Ball Match.—McLaughlins, of Oshawa vs. drug clerks of Toronto.

Grand exhibition of trick bicycle riding.

Glionna-Marsicano Orchestra will accompany the excursionists and render a musical programme.

A Hopeful Sign for Retail Druggists.

J. T. PAPER.

Much good and much profit has been effected by the work of the Ontario Society of Retail Druggists; but at last the principal object for which the society was organized is about to be realized. After persistent and energetic agitation by the Ontario Society of Retail Druggists for almost two years to get the manufacturers of patent medicines to protect the sale and the price of their goods the manufacturers have finally awakened to the dangerous position which they occupy. It was early realized by the principal movers in the Ontario Society of Retail Druggists that the society could not accomplish this part of the proposed work without the united and hearty assistance of the manufacturers, and since that time efforts have been continuously directed so that the manufacturers would take a real interest in the accomplishment of an object so desirable to the three branches of the trade.

To a retailer it would seem for a few years back that the manufacturers, or at least a great many of them, have acted rather coldly towards the retail druggist, seeming rather to prefer the large orders of the departmental stores than a larger number of small orders from the retail druggists. This is where the trouble crept in. The manufacturers did not realize or foresee the loss of influence of the retail druggists in the sale of his goods. The departmental store cut the prices, the druggist could not afford to sell at cost, so he either made preparations to take the place of the patented articles for himself, or else had some one else make them for him. He did not do this of his own free will, it was necessity that compelled him. The druggist is in business to make an honest living for himself and family, and not to act as a free distributor of a number of patent medicines. A great deal has been written and said about substitution by the retail druggists. I do not consider that business done in the above-mentioned way is wrong. It is one of the results of circumstances and the necessity of the hour. The druggist who has had knowledge, ambition, and money during the changes through which the drug business has been passing, to do a business of this kind and thus preserve his profits for himself is not a substitutor, but I will tell you what he

is, he is a competitor of the patent medicine man. The majority of retail druggists would rather supply what is asked for so long as they were making a reasonable profit; but surely it cannot be expected that they could go on supplying what was asked for and receive no profit for such transaction, even if it did please the patent medicine people. The retail druggist is a man of influence with his customers; he can sell almost any medicine by his own personal endorsement of it. In years that are past this is what he has done, and has most wonderfully helped the patent medicine man to grow rich. Now, when he sees that the patent medicine man does not seem to appreciate his efforts to help him, he has used his own efforts and endorsed and sold preparations of his own make to take the place of the many patented articles on the market.

It is the realization of this knowledge that has given the manufacturers alarm, and they now seem willing and anxious to do something to protect the sale and price of their goods. This is proven by the fact that they have formed an association called "The Proprietary Medicine Manufacturers' Association of Canada." They have elected permanent officers and, I understand, are at work, endeavoring to formulate a plan by means of which the retail druggist will again have control of the patent medicine trade and at prices that will prove remunerative.

It is reported that the first plan proposed was not agreeable to all manufacturers, and I do not think that it would have proven itself so to the retailers either, so an effort is now being made to devise some other feasible plan.

I have it from good authority that one of the prominent manufacturers has been working out the details of a plan, which he says will prove perfectly satisfactory. No doubt but what some little imperfections will display themselves, but these can be easily removed or improved. It is too early to say definitely whether the plan will please all the manufacturers or not; however, it is sincerely to be hoped that a majority will adopt some plan and try it. It is impossible to always say beforehand whether a certain plan will be a success or a failure. Honest trial is the only way to try it.

It might not be amiss here to suggest to the manufacturers that in the formation and adoption of any plan, that in order to acquire the good-will and influence of the retail druggist in the sale of his patented articles, it will be necessary for him to allow the retailer a good margin of profit. During the trials to exist in the drug business since the cutting of prices began, the druggist has discovered a means of larger profits than are usually enjoyed by selling the patented articles. This he will not easily forego without some compensation, and I believe that a good fair margin of profit will wonderfully assist the manufacturer in placing himself in a favorable position again with the retail trade.

I hope for the early adoption of some