

allowed to interfere, there can be little doubt about the result. If a man throws himself into his purpose with courage and enthusiasm, nothing will fail him. He may lack the resources needed to carry out his plan, and he will find himself at the outset struggling against the indifference of those who can render him great help. But in time these obstacles will be surmounted, and he draw to his aid not alone the interested sympathy of others, but the far more valuable aids of material resources. In every instance where a purpose dominates a man's mind, and is supported by earnestness and courage, it never fails to attract all the resources necessary to its success.

Business Procrastination.

The distinctive difference to be noted between the active, pushing and successful man of business and the unsuccessful and discouraged man is frequently found in the simple matter of the improvement of time. The one seizes upon every opportunity as it is presented, and, acting promptly, profits by it. He is alert, and his movements are rapid. The other, with perhaps as clear perception of the situation as the first, fails to reach the goal in time, simply from constitutional inertia, or the bad habit of procrastination. The old saw has it that "Procrastination is the thief of time." Another truism is that "Time is money." It follows, then, that procrastination steals money; certainly procrastination loses the opportunity to make money, and in many cases completely destroys the retailer's profits.

There is no man in business in whose management of affairs promptitude counts more than with the retailer. The consumer's wants are imperative. The retailer, to profit by supplying those wants, must act instantly. Is a new article asked for? It must be found and supplied quickly, or else a competitor gets the advantage. Does some event occur that can be turned to advantage in an advertising way? The opportunity must be seized upon instantly, or the effect will be lost. Are discounts offered for prompt payment? The remittance must be despatched by the specified date, or else the coveted percentage is not secured. Are there accounts to collect? The bills must be presented at the time they are due, and every reasonable effort put forth to secure their payment, or else loss from

bad debts will be the ultimate penalty. Procrastination in collections costs large sums of money every year to retailers, and to other merchants as well. First, it deprives them of the use of the money which would secure discounts on purchases, and, second, it helps the debtor to get into a position where he cannot be made to pay even by legal process.

W. J.

Amongst the U.S. Colleges.

The Philadelphia College of Pharmacy have added to their curriculum two new courses, viz., Bacteriology and Commercial Training, both being optional subjects.

The Chicago College of Pharmacy will in future have, in addition to their usual subjects, lectures on commercial subjects, or, more properly speaking, on essential features necessary to the proper discrimination to be used in the purchase of goods, as to qualities, varieties, values, etc.

The Maryland College of Pharmacy, through its secretary, has communicated with the various colleges of pharmacy in the United States asking that delegates be sent to Richmond, Va., during the meeting of the American Pharmaceutical Association, to consider the desirability of forming an Association of Teaching Schools of Pharmacy, which delegates will have power to adopt uniform rules and regulations for the guidance of such an association.

In connection with the Atlanta, Ga., College of Pharmacy a free dispensary is operated, where students dispense for the public under the guidance of an instructor.

To Dealers in Wall Paper.

Messrs. M. Staunton & Co. wish to thank their many customers for the liberal patronage with which they have been favored during the season now nearing an end. That the wall papers made by the firm are popular and profitable is evidenced by the large business done, far larger than any previous season. Repeat orders continue to pour in, but the stock on hand is able to stand the strain.

M. Staunton & Co. believe they can best show their appreciation of the liberal orders placed with them by making their new line of samples more than ever at-

tractive in all grades. Sampling on the new line is now under way, and will be shown in due course by their salesmen, and it will undoubtedly merit the approval of the wall paper trade.

A Crazy Bill.

A bill entitled, "An Act to Regulate the Sale of Patent or Proprietary Medicines or Cures," was introduced into the Ontario Legislature at its recent sitting, and secured a first reading.

A survey of the various clauses and sub clauses of the measure will create considerable speculation as to the real intention of the framer of the Act. If the designer of it had no ulterior motive but the collection of the annual license fee of \$1,000 for each preparation advertised or sold as a patent or proprietary remedy, he must certainly have been troubled somewhat with what is commonly known as the nightmare; as the licenses collected would in all probability be too small to buy the registrar, to be appointed, a moderately appointed office-desk.

A perusal of the bill will be apt to convince our readers that if they do not entertain an exalted idea about the earning powers of patent or proprietary medicines, that there are at least would-be legislators in the land who do. We are pleased to note that the House adjourned without reporting the bill.

The Proprietary Articles Trade Association of Canada have, through their Executive, drafted a circular letter to all patent medicine manufacturers and wholesale druggists, calling their attention to the proposed legislation, and asking for united action. We trust that they will receive that support and active co-operation which is undoubtedly necessary at this juncture.

Although the session of the Legislature has closed without committing itself to any line of action, there is no doubt that strong pressure will be brought to bear to push this legislation through in some shape at the next session, and it is essential that such steps should be taken as will unitedly bring all branches of the trade together to combat anything which would impose unjust and uncalled-for restrictions upon any section of the trade.