

To Numerous Correspondents.

We have received during the last month a number of personal letters, "not for publication," laying before us the grievances under which many of the writers are suffering from the business methods mentioned elsewhere. We cannot possibly undertake to answer individually all these communications, and those who are anxious to know what is to be done we would refer to our columns.

Many of those who now write were, some time ago, perfectly indifferent to the appeals for organization, but now that the effects of the prevailing "epidemic" are being felt, they are crying aloud, "Save us." We can only say, you must first put forth some effort to save yourselves. Do your share; induce your neighbor to do his. THE CANADIAN DRUGGIST will continue to give its assistance, and we trust to see a fruitful outcome.

Pharmaceutical Examinations.

The Board of Examiners of the Pharmaceutical Association of the Province of Quebec for major and minor candidates held the semi-annual examination in Laval University, Quebec, on Tuesday and Wednesday, when thirteen major and twenty-one minor candidates presented themselves, and of these three major and eight minor passed, and are named in order of merit, namely: As licentiates of pharmacy—Osborne Thomas Mack, Alexandre Lemieux, Edward Senecal. As certified clerks—P. Emile Chevalier, A. C. Roy, D. S. Baxter, R. J. Taylor, F. C. Lachevrotre, J. Ritchie, E. O. Gagnon, Jos. A. Labranche.

The examiners were Messrs. R. W. Williams, Three Rivers; A. E. DuBerger, Waterloo; S. Lachance, W. H. Chapman, J. R. Parkin, Montreal.

A Dominion Pharmaceutical Association.

A number of the speakers at the preliminary meeting of druggists, held Nov. 4th, and which is briefly reported elsewhere, strongly recommended the formation of a Dominion Pharmaceutical Association in the near future. Some, indeed, suggested its immediate formation; others advised the provincial organization first, and after that an association embracing the druggists of all Canada. Our readers know well our feeling in this respect. To be recognized as a body with weight, with influence, we must be an organized body. It is only in this way that we can have strength, that we can bring influences to bear, and that we can hold our position in spite of all comers. We trust soon to see the realization of such a scheme, and heartily wish the Quebec association

the greatest success in their initiatory steps taken in this direction.

Free Optical Course.

The well-known co-operation of THE CANADIAN DRUGGIST in everything that conduces to the advancement and prosperity of the pharmacists of Canada is universally recognized, and its suggestions in regard to matters pharmaceutical always receive from its readers careful attention.

We have, on several occasions, called our readers' attention to the desirability, where practicable, of adding to their stock a line of optical goods, which, if properly handled, prove a source of revenue both directly and indirectly. At the same time, we have pointed out the fact that no success can be had without a thorough, practical knowledge of the science of optics, such as may be obtained by a course of instruction at the hands of some competent teacher.

In order to still further prove our interest in the trade, we have decided to make an offer of which we feel sure many will gladly avail themselves.

We offer a course of instruction for one druggist in any town where there is not already a druggist handling optical goods. The expense of the course of tuition, which lasts two weeks, will be paid wholly by THE CANADIAN DRUGGIST.

The instruction will be given by Mr. L. Laurence, at his rooms, in the office of the Montreal Optical Co., Toronto.

The first class will be commenced January 6th, 1896; the second, January 20th; the third, February 17th; and, in order to accommodate those who live in Eastern Canada, a class commencing February 3rd will be held in Montreal. The only stipulation exacted is: The party desiring instruction must be a druggist (a principal) doing business in a place in which no other druggist is handling this line, and be a subscriber to THE CANADIAN DRUGGIST. In order not to crowd the classes which will be going on at the time, not more than six CANADIAN DRUGGIST students can be accommodated at any one of the classes. Any further information may be obtained by writing THE CANADIAN DRUGGIST, Toronto, Canada.

Wholesalers' Grievances.

(Contributed.)

The peculiar condition of trade generated by the cut-rate system has inflicted upon wholesale druggists forms of hardship which, though not in all cases intentional, are none the less severe.

In order to retain a profit as large as possible while selling at cut prices, the retail druggists combine to buy in sufficient quantities from the manufacturer to secure the jobber's discount, and thus cut out the wholesaler. In other words, each druggist adopts, in intent, the same

principle which induces his own customers to go past him and buy from outsiders. His object is the attainment of the lowest figure, and the same may be said of his customer. Both forget or ignore the fact that any one else is dependent upon them for trade, and yet both are inclined to blame their proper source of supply for not being able to do better for them. Under such circumstances it ill becomes the druggist to cavil at his customer, who merely takes a leaf out of his own book. To make matters worse, the cash trade goes where the cut price prevails, and the credit where it is, frequently, not wanted. Not merely does such a condition of things apply to manufactured proprietary articles, but the very limited trade now done by wholesale druggists in drug sundries shows that the retailer patronizes very largely the general sundry dealer, who will as readily supply his dry goods opponent as he will him. Retail druggists who are anxious to confine the drug trade to its legitimate channel should at least be as consistent as they require their wholesaler to be. It is manifestly unfair to the wholesaler to tell him that if he will supply a dry goods firm with stock you will withdraw your patronage, and then, when he expresses acquiescence, to turn about and buy from a source parallel with the one you have condemned.

The wholesale trade is anxious to keep in touch with its proper customers, but wants such a condition reciprocal. Pulling apart can never mend matters, but the closest union attainable may do much to rectify wrongs which sadly need righting.

A Druggist the First Publisher.

The first Japanese newspaper appeared only twenty-five years ago. It was published monthly, by a druggist, as an advertising medium. Now there are over four hundred journals in the realm of the Mikado.

Students in Pharmacy.

The students of the Montreal College of Pharmacy have elected the following office bearers: President, L. A. Genest; vice-president, E. P. Lemieux; secretary-treasurer, M. J. Gadsbois; councillors, E. A. Desrosiers, N. Barolet, H. E. Archambault, L. Fortin, A. Ecrement; standard-bearer, L. L. Bernard; marshal, J. A. Quenneville.

More Price-Cutting.

The epidemic has now broken out in St. Catharines, Ont., and bids fair to demoralize the trade there. The latest additions to the list of "cut" remedies are those of the Ontario Chemists' Association, the 25 cent preparations, according to an advertisement in the St. Catharines *Evening Star*, being sold at ten cents.