

If the attention given by the retailer to the matter of buying enables him to obtain from his jobber better prices than he would offer to him unsolicited, it would be a great mistake to suppose that this attention to buying would be on the whole disadvantageous to the house from whom he purchases. Wholesale druggists, with their recognized sagacity and ability, would be pleased to observe such business-like qualities in their customer in the assurance that the comparatively small amount that they might lose on account of his care would be much more than made up in the gradual extension of his business, which would ensue in nearly all cases as a result of his business-like methods. They would gladly make a concession of a few cents on some drugs and chemicals, in comparatively limited quantities, with the confidence that his trade would gradually, and, perhaps, constantly increase, making him, from year to year, a more desirable and especially a safer customer.—*American Druggist*.

#### The Martin, Bole & Wynne Co.

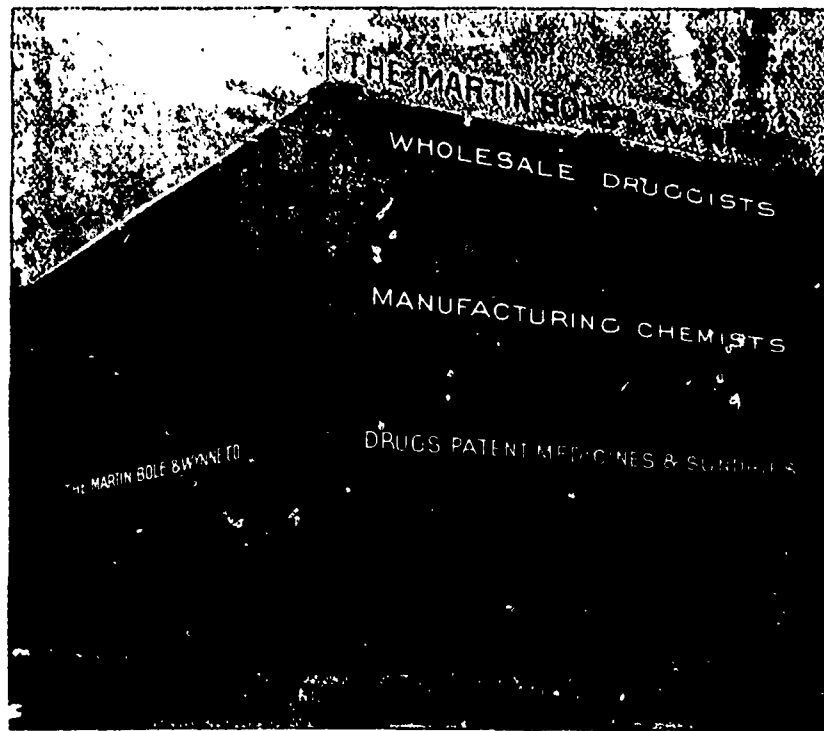
Amongst the many wholesale houses which cater to the trade of the Canadian Northwest, and of which Winnipeg, the commercial centre, is so justly proud, one of the most prominent and enjoying the confidence of its patrons is the Martin, Bole & Wynne Co.

The warehouse is located on the corner of Princess and Market streets, facing City Hall square. The building is 66 x 100 feet, and is divided into six flats and two basements, accommodating the natural divisions of a wholesale drug establishment, viz., offices, drugs, sundries, patent medicines, laboratory, and empty glassware, while the basements are used for heavy and reserved stocks. The offices are located on the first floor, and are lighted from both Princess and Market streets, and are both convenient and elegant. The general office is enclosed in beautiful oak counter mounted with brass railing and ground glass panels, bank style. There are three private offices, all of which are comfortable, and fitted up with due regard to convenience and taste.

The shipping room is in the rear of the general office, and commands the entire warehouse by means of telephone, electric elevator for heavy goods, and hand hoist for small orders. The sundries are kept on the second floor of the west store. This is a very large, cheerful-looking room, and is fitted up most conveniently, everything has a place, and looks trim and neat. The drug department is on the third flat, same side. This is one of the finest drug rooms in Canada. A row of hardwood bins of barrel capacity run the entire length of the east side, and a row of keg capacity occupy the west side, while in the centre is a double nest, barrel size, the top of which is used for counter. The shelves are fitted with convenient, uniform containers. All the

bins are mounted on roller pivots, affording easy handling. The laboratory occupies the second floor of the east store. About a dozen hands are constantly employed here, and all modern appliances

intoxicating beverage and as a medicine in 2000 B.C. This is attested by pictures of the plant on Egyptian monuments of that date. Creosote was discovered in 1830 by Reichenbach, who



for the economical and safe manipulation of the various products are in use. A feature of the new warehouse is a handsome cabinet in the front hall, opposite the general office, containing a sample of each of the laboratory products. It has a very striking appearance; every article is a model of neatness, while the merits of the various products are attested by the constantly increasing demand, and generally the wonderful development of this branch of the company's business. It has been the aim of the company to place the manufacturing department in such a strong position as will enable all the other departments to withstand any competition, locally or otherwise.

The ground floor, east side, is filled with patent medicines in original cases, and the top flat, same side, is used for empty glass.

There are four large fireproof vaults, and the building is heated by steam and lighted by electricity. Altogether the warehouse is one of the finest in Canada and a credit to western enterprise. The company employ about thirty hands.

#### The Origin of Medicines.

The fact that certain herbs and plants produce certain effects upon the human system, and alleviate or cure certain ills, has been known from time immemorial. Perhaps the most ancient of medicines—properly authenticated, that is—is hops, which was used in the dual capacity of an

extracted it from the tar of wood. Potassium was discovered in 1807 by Sir Humphrey Davy, but alcohol was first distinguished as an elementary substance by Albucasis in the twelfth century.

Scheele discovered glycerine in 1789. Nux vomica, which is nearly as old, is the seed of a tree indigenous to India and Ceylon. Peppermint is native to Europe, and its use as a medicine dates back to the Middle Ages. Myrrh, which comes from Arabia and Persia, was used as medicine in the time of Solomon. Hemlock, the extract of which killed Socrates, is a native of Italy and Greece. Iodine was discovered in 1812 by Courtois, and was first employed in a hospital in London in 1825. Ipecac comes from South America, and its qualities are first mentioned in 1648 by a Spanish writer, who refers to it as a Brazilian medicine. Ergot is the product of the diseased seeds of common rye, and is one of Hahnemann's discoveries. Aconite grows in Siberia and Central Asia, and was first used as medicine by Storck in 1762. Hasheesh, or Indian hemp, is a resinous substance produced from the tops of the plant in India. It has been used, as has opium, since Indian history began. Caffeine, the active principle of coffee, was found by Runge in 1820. Ordinary coffee contains about 1 per cent. Java coffee, 4½ per cent., and Martinique 6½ per cent. Arnica hails from Europe and Asia, but the medicine is made from artificial plants grown for that purpose in Germany and France. —*Pall Mall Gazette*.