

English, Latin, arithmetic, geography, and history.

The examiners were Prof. J. O. Casgrain, of Jacques Cartier Normal School, and Prof. Isaac Gammell, of the High School, Montreal.

The next examination will be held on July 6th next.

The Apprentice of the Present.

It is often very doubtful if either the drug apprentice or his master of the present period gives more than a passing thought to the wording of the contract to which they mutually attach their signatures. The master fails to appreciate the full moral responsibility he assumes in binding himself to teach, instruct and cause to be instructed in the art of pharmacy the youth placed in his care, and, on the other hand, the apprentice soon forgets that he has bound himself for a definite period of service, and unthinkingly violates his agreement when an opportunity occurs. Hundreds of Canadian and American drug apprentices learn more by observation and by the performance of tasks imposed by the purchasing public than they do from their preceptor, and when they practically exhaust their power to learn in this way, they longingly turn their eyes towards some other city or town where they anticipate they might improve their experience. But few clerks are studious enough in disposition to seek to make up for their master's neglect by personal study of the text-books which may be available. If they study at all it is usually from a personal and selfish motive rather than from a conscientious desire to improve their knowledge for their master's benefit. Because neither master nor apprentice appreciates or performs his duty the one to the other, and because the practice has become general to break in a careless way the agreement entered into, the contract has become a mere formal matter, and is gradually becoming a certificate to secure apprenticeship registration rather than a bond to bind master and apprentice to perform the duties which the wording of the contract morally imposes on them. When both awake to a true sense of the duties they owe each other and perform them, the drug trade in Canada will get out of a condition of apathy which is permitting it to become the catspaw of men, and business is beneath it in intelligent standing. Trained apprentices make good clerks, trained clerks make experienced managers, and

trained managers make pharmacists who are worthy to maintain and sustain their profession.

Business Letters.

Do not procrastinate in replying to business communications. Putting off till to-morrow the answering of a letter when it should be done to day often means the putting it off for many days, or sometimes even forever.

Slowness in answering letters means a shortcoming in a most important business essential. And, consequently, when a merchant becomes known for his deficiency in this respect a blot is necessarily cast upon his business reputation. No man can afford that.

Letter-writing, like every other part of a business, should be done systematically, especially in a concern where the expense of a typewriter cannot be afforded. And the time which the mails go out should largely determine the hour at which the work shall be done. This may necessitate two, three or even more stated times during the day when it will be necessary for the merchant to sit down to write or dictate his letters.

Besides being systematic in answering his letters, there should also be system in keeping those he receives which demand replies. In fact, unless there is system in this latter particular, it will be difficult to have system in the other.—*Hardware.*

British Opticians.

The chemists and druggists of England are making a serious attempt to control the spectacle trade, and this with so much success as to alarm the jewelers, who thus far have enjoyed a monopoly in this line. Commenting on what it calls a serious menace to jewelers' trade in optics by chemist-opticians the *Photographic Dealer* (London) of recent date says: "The public will soon learn the difference between a qualified and a non-qualified optician. The chemists, on the other hand, claim that to them falls that branch of the business, owing to their 'scientific training,' and that they should resent any movement which is calculated to wrest the trade from their grasp. To whomever the trade rightly belongs can only be proved by the superior knowledge of the one body. It is the technical and mechanical training of the jeweler matched against the scientific training of the chemist; the struggle will be a keen one, and the

result eagerly awaited. For our part we should imagine that there is enough trade to profit both sections, but it behoves each reader to spare no effort in gaining a diploma, be he a jeweler, chemist, optician or photographic dealer, or all four combined, in order that he may fully develop this profitable line of business."—*E.v.*

The Way to Success.

Prof. F. J. Walling, in his article, "To the Graduate," in a recent number of the *Bulletin of Pharmacy*, gives the following excellent advice:

The world is the arena of life and you are in it. In it you can win or you can lose—you can do as you please. It is your privilege to choose. Wisdom guides you: seek it. Ignorance handicaps you: overcome it. You have the power to choose rightly. Having chosen rightly you have allied yourself with the law of success. This law in its operation for your success demands of you perseverance, application, industry, faithfulness, earnestness of purpose, and contentment with your choice. With a hopeful, cheerful, continuous exercise of these qualities you give up the possibility to lose. You can make of the world a vast agency for success; success is in the nature of men and things. The law requires only that you be in harmony with it, and in order to harmonize with it, with the world, and with yourself, you must

- Be self-reliant.
- Be industrious.
- Be persevering.
- Be energetic, courageous, prompt.
- Be executive, methodical.
- Be accurate and thorough.
- Be mannerly and cultured.
- Be tactful, diplomatic.
- Be economical.
- Be patient.
- Be kind.
- Be moral and honest.
- Be an example to others.

The sum of these is perfection, whose reward is success, prosperity, contentment, harmony, peace.

Beautify Your Store.

In refitting a drug store or in the choosing of new fixtures and ornamentations, it is well to bear in mind that grill work or Moorish fretwork adds immensely to the appearance. A descriptive catalogue of these goods as well as others of practical use in the drug store may be obtained by writing to The Otterville Mfg. Co., Otterville, Ont. See advt.