

Canadian Druggist

Devoted to the interests of the General Drug Trade and to the Advancement of Pharmacy.

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The City Druggist of To-day.

We are not desirous of doing our city brethren an injury by commenting upon the state of trade as they find it at the present time, but, if we can prevent any others from crowding an already overcrowded field, we may have accomplished a worthy end. The drug trade of any of our large cities is, undoubtedly, in a very unhealthy condition. There are existent at least one-third more stores than are required. The proximity of the college has done much to generate an overcrowded condition. The clerk whose father has done well on his farm, or in some village or town store, is anxious to do credit to the name he bears, and embarks with a thousand or two in some business which a convenient corner makes speculatively valuable as a drug stand. It takes him a year or two to learn that high rents do not always accompany high profits and an extensive business. While he is learning his lesson, some freshman is preparing for the same ordeal through which he has passed and relieves him of his burden when he has exhausted his resources. A continued renewal of new men with fresh capital keeps going businesses which, for the sake of the entire trade concerned, would be better out of existence. Old established houses in the heart of the city, where rents are excessive, have to withstand competition from large dry goods houses as well as that furnished by renewal capital in outlying stores, and the two combined makes their task to hold their trade a rather difficult one. Added to these difficulties we find that the volume of trade done by any of them during the present depressed times is, at least, 25 per cent. less than when times were more prosperous, and that, coupled with this, profits are from 10 to 20 per cent. less than formerly.

However hopeful human nature may be, it is rather difficult to deduce from these facts a reasonable prospect of good times for city trade for a long time

to come, and the inevitable conclusion must be arrived at that only such city druggists as are exceptionally favored by means, abilities, location, and medical support, can hope to make more than a reasonable living.

Those who have maintained their connection with the drug trade for such a period that it would be reasonable to expect them to retire with a competence find that their prospects of doing so are becoming more remote year by year, and the longer they stick to it the smaller their bank account becomes.

Unfortunately for the druggist, his peculiar vocation unfits him for any other unless he possesses natural adaptability for something else, and even when he does he dreads taking chances.

The drug trade of the entire province would stand a good deal of rejuvenating but the chances for the cities being early participators in any revival in trade are too remote to encourage any of our young friends who may be thinking of starting in them. Should there be any who may be thinking of doing so, we would suggest that they first interview some of the older resident druggists, or even a disinterested wholesaler, and learn without having to pay for their experience what the chances were.

Ontario Society of Retail Druggists.

In addition to the names given in our issue of last month, the following have been added to the "Friendly List":

Bauer & Black, Chicago.

H. B. Fould, New York.

The following statement from the secretary, explanatory of the agreement made between the retail and wholesale associations should be carefully read by every druggist. There is nothing in the agreement which should not be rigidly adhered to, and it is in the interest of all parties that strict faith should be kept in this matter and that no cause for complaint should exist. If such be the case the present position will not only be maintained but strengthened, and a state of affairs established which will not only be