

The Three Plans.

Which Plan, if Any of Them, Commends Itself to Our Readers?

I. THE PLAN PROPOSED BY THE ONTARIO SOCIETY OF RETAIL DRUGGISTS.

(1) We are in sympathy and full accord with any measures that will result in the suppression of cutting.

(2) That in all villages and towns where drug stores exist, the druggist shall be the only person through whom patent medicines shall be sold.

(3) The plan put forward at last meeting was not deemed practicable (See wholesalers' plan.—E.N.)

(4) That all proprietary medicines should be sold direct to the retailers, or through the manufacturers' regularly appointed agents.

(5) Each manufacturer will then be accountable for his own goods. If they get into the hands of the cutter it will be the business of the manufacturer or his agent to trace and adopt a system of tracing so that further supply may be shut off.

(6) The wholesale drug and patent medicine jobbers to be constituted agents.

(7) The manufacturers thus using their best efforts to this end shall require the retailers to supply whatever article is asked for in every instance, provided the manufacturer protects the retailer so that the full advertised price may be obtained.

(8) This is not intended as shutting out the wholesale trade, but if the cutting evil is to be stopped this seems the only plan, in our judgment, that will further it.

(9) That the manufacturer be recommended to make it a condition in all contracts with the newspapers that under no circumstances shall they be allowed to advertise their medicines at less than marked retail prices.

II. THE PLAN PROPOSED BY THE PROPRIETARY ARTICLES TRADE ASSOCIATION OF CANADA.

(1) We are in sympathy and full accord with any measures that will result in the suppression of cutting.

(2) That all proprietary articles should be sold through the drug trade and general stores.

(3) The plan put forward at the last meeting was not deemed practicable.

(4) It is the opinion of this association that, in order to stop this evil, all proprietary articles should be sold direct to the retailers, or through the manufacturers' regularly appointed agents.

(5) Each manufacturer will then be accountable for his own goods. If they get into the hands of the cutter it will be the business of the manufacturer or his agent to trace and adopt a system of tracing so that further supply may be cut off.

(6) The wholesale drug and patent medicine jobbers to be constituted agents.

(7) The manufacturers thus using their efforts to this end shall require the retailers to discontinue the sale of all goods that are intended to substitute or replace regular advertised articles.

(8) If the retailers will agree to this, the manufacturers believe that they can control the sale of their goods, and that they will pass through the regular drug channels.

(9) This is not intended as shutting out the wholesale trade, but if the cutting evil is to be stopped, this seems the only plan, in our judgment, that will further it.

(10) This plan is submitted for the approval of the jobbing and retail trade. If adopted by them we have full confidence in its success.

(11) Arbitrary agreements or arrangements of price by wholesale drug or patent medicine dealers contrary to those of manufacturers should be abandoned.

III. THE PLAN PROPOSED BY THE WHOLESALE DRUG AND PATENT MEDICINE DEALERS' ASSOCIATION.

(1) That the manufacturer shall make the wholesale drug and patent medicine jobber the only distributor of his proprietary medicines. Manufacturers, however, are at liberty to sell to others than druggists, from their wagons, taking from each a contract not to sell for less than the marked price.

(2) That all proprietary medicines shall be sold only under contract to the wholesaler, and by them in turn under contract to the retailer.

(3) That there shall be no scaling of prices to the retailer.

(4) That the manufacture be recommended to make it a condition in all contracts with the newspapers, that under no circumstances shall they be allowed to advertise their medicines at less than marked retail prices.

(5) That in order to enable the manufacturers to carry out this scheme, the retailers would be willing to have prices to them advanced on a basis of \$2, \$4 and \$8.

Plan No. 3 was the one proposed first and sent to the P.A.T.A., who rejected it. Plan No. 2, adopted by the P.A.T.A., was accepted by the Wholesale Druggists' and Patent Medicine Dealers' Association with the exception of clause 11, and was amended in several of its clauses by the Ontario Society of Retail Druggists, as it appears in plan No. 1. We ask our readers to say which, if any, of these plans are acceptable and practicable.

A Druggist Wants Damages.

Mr. B. E. McGale, the well-known druggist, has taken an action for \$25,000 damages against Dr. George A. Simard and Dr. Arthur A. Mignault. The plaintiff alleges that defendants have opened a manufactory of patent medicine at North Adams, Mass., under the style of the Franco-American Chemical Co., where they manufacture certain patent medicines patented by the late Dr. J. E. Coderre, which patents are the sole property of plaintiff. These medicines, it is further alleged, have been sold extensively by defendants, both in the States and in Canada. Besides damages, the plaintiff prays for a writ of injunction to prevent

defendants from manufacturing the medicines in question. On the other hand, defendants allege that they are the legitimate proprietors of the medicines which they advertise.

Colloform is a trade-name for pulverized formaldehyde gelatin.

POISONED WOUNDS.—Dr. A. D. Noe Walker's method is to pour a little chloride of zinc into the wound or abraded part, and then saturate a handkerchief corner and apply to the wound for ten minutes. The patient may consider himself safe, he says, whether stung or bitten, by a mosquito, wasp, hornet, or scorpion.

"They Give Every Satisfaction."

The following letter speaks for itself: Hattie & Mylius, Dispensing chemists.

HALIFAX, N.S., Aug. 16th, 1897.
W. J. Dyas, Esq.,

DEAR SIR,—Please send us at once 1 Excelsior Mixer, 10 lb. capacity, same kind as we got some years ago. They give every satisfaction.

Yours truly,
(Signed) HATTIE & MYLIUS.

Ossin is a liquid extract of bone prepared in Germany.