

Canadian Druggist

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

VOL. VIII.

TORONTO, AUGUST, 1896.

No. 8

"APENTA" THE BEST NATURAL APERIENT WATER.

Bottled at the **UJ HUNYADI**
SPRINGS, Buda Pest, Hungary.

Under the absolute control of the Royal
Hungarian Chemical Institute (Ministry of
Agriculture), Buda Pest.

"APENTA" THE BEST NATURAL APERIENT WATER.

"We know of no stronger or more
favourably-constituted Natural Aperient
Water than that yielded by the Uj Hunyadi
Springs."

L. Libermanu

Royal Councillor, M.D., Professor of Chemistry,
and Director of the Royal Hungarian State
Chemical Institute (Ministry of Agriculture),
Buda Pest.

"APENTA" THE BEST NATURAL APERIENT WATER.

By instructions from the Apollinaris Company,
Limited, now offered to the Trade at

\$5.50 per case of 25 large glass bottles.
\$8.00 " 50 small " "
\$8.00 " 100 glass quarter "

SHOULD THE PRICE OF

"APENTA"

be reduced, we guarantee to allow such reduction
to our Buyers on their unsold stock, and, as far as
possible, to secure a corresponding reduction to
Retailers upon their unsold stock.

SOLE EXPORTERS:

THE APOLLINARIS COMPANY, Ltd.,
LONDON.

CANADIAN SUB-AGENTS:

WALTER R. WOHAM & SONS,
Montreal.

Canadian Druggist

WILLIAM J. DYAS, PUBLISHER.

Subscription \$1 per year in advance.

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the 15th of each
month, and all matter for insertion should reach us by the
5th of the month.

New advertisements or changes to be addressed

Canadian Druggist,

11½ RICHMOND ST. WEST,
TORONTO, ONT.

CONTENTS.

Substitution Uncovered.
The Commercial Druggist.
American Pharmaceutical Association.
Pharmacy in England.
The Testing of Disinfectants.
Mannocitin.
Acknowledgements.
To Increase Sales.
TRADE NOTES.
Nova Scotia Notes.
Manitoba Notes.
Ontario College of Pharmacy.
Window Dressing.
Building up a Business.
Home-made Graduated Measures.
Preparation of Opium in Persia.
Medicine and Pharmacy in China.
Hints for Successful Window Dressing.
A New Aperient Water.
Report of the Annual Meeting of the New
Brunswick Pharmaceutical Society.
Annual Meeting of District No. 10—Perth, Ox-
ford and Norfolk.
A Clinical Study of Antikamnia.
Legitimate but Neglected Side Lines for Druggists.
Ontario Society of Retail Druggists.
Pharmaceutical Association.
THE SCIENCE OF OPTICS.
Emmetropia.
Cod Liver Oil from the Pacific.
ADVERTISING.
Practical Hints on Advertising.
An Appreciated Pharmacist.
FORMULARY.
PHOTOGRAPHIC NOTES.
British Columbia Pharmaceutical Association.
MAGAZINES.
BUSINESS NOTICES.
Mr. John Kerry.
A Correction.
DRUG REPORTS.

Substitution Uncovered.

The co-operative attempt of the whole-
sale and retail druggists' associations, to-
gether with proprietary medicine manu-
facturers, to evolve a satisfactory solution
of the trade difficulty, has brought for-
ward some very peculiar phases of trade.
There does not appear to be the slightest
doubt but all three interests realize the
benefit which would accrue to each by a
restoration of the good, honest old
method of each being allowed to main-
tain unmolested his own department of
commercial enterprise; yet how to bring
such about to the satisfaction of each one
has not been solved. The wholesale and
retail druggists know how they stand to-
wards each other, but up to the present
the retailer, at least, has given very little
consideration to the rights of the parties
of the third part. The Retailers' Associa-
tion has demanded definite terms of
acknowledgment from the manufacturing
and advertising proprietary medicine
dealers, but have given them but little
reciprocal part in the terms of partner-
ship. Many of these men have con-
tributed to the funds of the Retailers'
Association, others have cancelled trade
connections which were worth thousands
of dollars to them to serve the same body,
and yet they have been made to feel that
it was a case of giving without taking.
To illustrate: Dr. Brent Good, the popu-
lar proprietor of Carter's Liver Pills, finds
that in no part of the world containing a
similar number of druggists is there a
greater degree of substituting effort than
is put forth in Canada at the present
time. Within one week, in the city of
Toronto, he secured enough imitations by
direct purchase, when asking for Carter's
Pills, to prove that over one-half of the
demand he creates for his pills is tam-
pered with. In cold, calculative terms it
means that, when he spends two thousand
dollars there in advertising, the druggists
have appropriated over one-half of it to