

# CANADIAN DRUGGIST.

DEVOTED TO THE INTERESTS OF THE GENERAL DRUG TRADE AND TO THE ADVANCEMENT OF PHARMACY.

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## THE CANADIAN DRUGGIST,

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### Overdue Accounts.

Mr. James E. Davis gave an address upon the above subject before the Pharmaceutical Society of Detroit. The essay shows the marks of careful thought and preparation. The selections made below are especially commended to retailers. He says: - When an account is not paid when due, interest should be charged on all excess time taken. This is right, perfectly legitimate and good business logic. Still, many retailers, for one reason or another, do not pay their bills when due, and even in some instances after taking thirty, sixty or ninety days extra time, make great complaints if interest is added. Now, there are of course many retailers who, when their bill is about due, if they cannot meet it, will write, stating they are hard up, ask for a slight extension, and request the jobber to add interest, but these are the exception, and not the rule. However, as that may be, the wholesale merchant is not a banker, and retailers should get more in the habit of borrowing from their interior banks, and discounting their bills with the jobbers. The retail dealers would then soon ascertain the fact that banks do not loan money without interest, and this should teach them that the charge of the jobber is perfectly correct and just, and that it should not be objected to, but paid without question. There is another point in relation to the above that retailers should not overlook, and that is that many jobbers are compelled, from the lack of capital, to borrow money from their city banks, in order to carry their customers and meet their own bills, and interest must be paid on every dollar they borrow. If retail dealers would borrow

from the local banks, and discount their bills, jobbers could run their business on from 25 to 30 per cent less capital. Discount all your bills for one year and see how much money you will save. It will be enough to pay for a good clerk.

If all retail dealers would adopt the plan of sending out monthly statements, the same as jobbers, it would facilitate their making collections. Most retailers send out statements twice per year, and frequently an account gets very large during that time, consequently it is much harder for the consumer to pay, and to go still further, it is just so much harder for the jobber, who suffers from lack of collections on the part of the retail dealer. I note with pleasure that some retailers have already started in the good work of sending out monthly statements, and reports have reached me that it works splendidly, that it makes collections better, and that it is growing in favor with the consumer, who was at first inclined to take exception to it. If every retailer would turn over a new leaf on the 1st of January, and send out monthly statements, such a revolution would take place in collections that both retailers and wholesalers would be astonished. The small dealer would make more money by discounting his bills, and the jobber would save interest by running his business on less capital. Do not wait for your neighbor and competitor to start in this good work, but commence yourself, and others are sure to follow.

### Expensive Medicines.

At a recent exhibition of the American Public Health Association in Brooklyn, says the Analyst, one manufacturing chemist, E. Merck, exhibited a case of bottles about enough to fill an ordinary barrel, the total value of which was over \$30,000. The most costly drug in the case was labelled "Homatropine hydrobromate, cryst." It was all in one bottle, containing six pounds, and was valued at \$12,600, or at the rate of \$2,100 a pound. This drug is an alkaloid, artificially prepared from atropine. Its effects are similar to atropine, but not so lasting. It is a preparation of belladonna and is chiefly used in treatment of the eyes, and always in minute quantities. It expands the pupil of the eye. This substance is a striking illustration of the application of chemistry to well-known remedies. The physician does not

deal so much with substances in their crude form as with the quintessence or active principles. By this means all superfluous matter is removed and only that part which is needed to be used in the healing art is given to the patient. Thus, not only have the roots, herbs, flowers, seeds, barks, juices, ores and earths of ancient medicine been forced to give up their essential and active parts to the retort or crucible of the chemist and to reappear freed from dross or inert matter, reduced in quantity, but vastly magnified in intensity of action, but entirely new combinations of elements have been devised by chemical science and formed by chemical art, and wholly new and previously unthought of modes of action in the human organism have been achieved by some of these new formations. As the healing art has become specialized, and no one physician claims to be able to treat all ailments, so the use of special drugs for special treatment has become necessary, so that it is difficult to find even a druggist who is familiar with every one of the drugs now in the market. The United States Pharmacopœia is a huge book, with the contents of which but few are thoroughly familiar. Yet to get a list of drugs in actual use it will be necessary to study also the German Pharmacopœia and the British Pharmacopœia. In the exhibition referred to, one house showed 150 articles only out of 6,000 produced in the laboratories. Among the expensive drugs is aconitine alkaloid, an amorphous powder from aconitum napellus, monkshood or wolfsbane. It is used in febrile diseases and neuralgia. A bottle of this containing about three pounds is valued at \$489.50. A bottle of anemoin, containing 3¼ ounces, about the size of a pony of beer, is valued at \$191.45. There are thirteen different preparations of caffeine in small bottles at from \$16 to \$28 per bottle. This medicine has lately been applied successfully in Bright's disease. A small bottle of chelidonium alkaloid, containing three ounces, made from tetterwort, used in skin diseases and scrofula and dropsy, is valued at \$88. Cocaine, which has the power when applied to any part of the body to render that part insensible to pain or touch during a short time, is rather an expensive drug - a bottle containing about four pounds is valued at \$420. A bottle of cantharidin crystals, the old-time blister in a new form, was valued at \$143. Codeine