

not too much to say that they wield an important influence in promoting general harmony when trade troubles threaten to disturb the unity of action which is so necessary to the well-being of a business so closely associated as is that in which the retail druggist is engaged. The majority of them are men of keen insight and large and varied experience, and we do not hesitate to say that we would more readily convey, through the columns of this journal, the impressions they have as to the true state of the drug trade than those of any other persons we know. The too often quoted expression "Oh, he is a drummer," does not to our mind convey a proper impression of the abilities of the men who are selected by the houses they represent because they are gifted with a personality which enables them to secure and hold a large and profitable trade for their employers. The really successful traveller must be an exceptional man, as it is necessary at times that he shall be prepared to take all sorts of abuse, and, without showing that he possesses any feelings whatever, immediately try to turn the tables so as to win the good-will of his aggressor. The travellers have our sympathy and respect and our best wishes for unlimited success in overcoming the crochety customers they so often expect a turn down from. Good luck to you boys.

How to Work.

The manner in which things are done is often of as much importance as the doing of them. The old saying that "anything that is worth doing, is worth doing well," bears out the idea that there are different ways of doing the same work, yet only one right way.

All work is performed in one or two ways—by labor with system, or by labor without it. The first is both theoretically and practically the best, as it achieves results by intelligence and labor, while the latter accomplishes by labor alone. The man who can plan well can always afford to have others carry out his plans, but the man who cannot do so must of necessity do the work himself. In business affairs the more closely that definite and well-arranged plans can be carried out the better. System is the watchword of success.

Considering these truisms in their relation to the work of our drug friends, how may they be supposed to apply? He does not usually have many to perform

duties under him and he may in consequence say that so long as the tasks that present themselves are performed he is satisfied. He may be, but he ought not to be; as even though he may be satisfied himself he is setting an example which may lessen materially the chances for success of those who look to him for proper instruction. The druggist who can get through his work by an impromptu system will be likely to find that in case of his absence through sickness or for some other unavoidable cause, his business is sure to suffer for his lack of foresight. Unless his assistants are naturally endowed with gifts of order and system that he did not possess or did not carry out, the business may have to drift as it will. The druggist who does not adopt a business system is almost sure to show his defect to every customer who enters his store, and to demonstrate it to a nicety to every creditor from whom he buys. His clerks will be apt to be found sitting on the doorstep or on the counter. His store may possibly be rejuvenated each house-cleaning period. His shop bottles will be filled when the last drop of liquid has been used in the filling of some prescription. The rearrangement of his show cases may take place under the spur of a suggestion from some drug traveller, and his windows cleaned at the suggestion of his wife. His accounts will be like the rest of his affairs, always in arrears, and both creditors and debtors will await his pleasure. The sole trouble with the man will be ascribable to one reason and that reason will be explained by the failure on his part to have learned "how to work."

Co-operative Buying by Retailers.

It has always been the policy of this journal to support the retail druggist in everything that would fairly better his condition and contribute to his success, and while the same policy still holds good and will be pursued with unvarying fidelity, it must be in support of business principles and methods that appeal to us as being fair. We understand as well as anyone can that the conditions of trade have caused druggists to do many things that they do not want to do and that they themselves would be the last to attempt to defend, yet we hope that whatever business policy they may feel called upon to adopt they will endeavor to shape it so that they will not inflict a wrong upon those who have loyally stood by them in all their perplexities. It would, perhaps,

be difficult to find anywhere a class of business men who have been more loyal and true in the support of the retail trade than are to be found in the wholesale druggists of the Province of Ontario, yet these very men are being daily deprived of their rights at the hands of those retailers who adopt the plan of associate buying, not from the wholesaler, but from the very men who are more or less responsible for the conditions which cause them to do it. We do not say that associate buying is wrong, but we would prefer in justice to the wholesaler that it should be through him. No retailer can afford to buy all his supplies through outside sources, and so long as he is obliged to give a portion of his patronage to the jobber, who supplies him in broken lots, and feels that the jobber should not sell to those who compete against him without possessing the same qualifications as he does, he in all fairness should treat the wholesaler as he wants to be treated. We have mentioned this matter before and regret that we feel it to be our duty to do so again. The retail druggist must recognize the fact that of all the men who are interested in his difficulties the wholesaler is naturally the most, and can always be depended upon to stand by him when the necessity arises. The interests of both are identical and are bound to remain so. If the wholesale druggists of the province were guilty of actions injurious to the retail trade we would be amongst the first to criticize their conduct, but so long as we believe that honorable dealing on their part is likely to continue in the future as it has in the past, we shall feel it our duty to advocate reciprocal fair-dealing on the part of our retail friends as well. "Live and let live" can be exemplified in this case to the ultimate benefit of both, and is to our mind a much more satisfactory business principle than one of temporary selfish expediency. Co-operation between wholesale and retail druggists will aid in restoring the proper channels of trade more speedily and satisfactorily than any makeshift and unnatural policy which can be devised, and we have yet a firm belief that the future of the drug trade in Canada will be brighter and better than its past.

A sick man sometimes repents of sins that he forgot to commit.

Money never disgraced a man, but men have disgraced money.