

will be received after the 8th of October, and candidates remitting their examination fees must do so in funds payable at par in Montreal. American silver not taken for fees.

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Retail Druggists' Organization.

It is proposed to hold a meeting of retail druggists during next week at St. Louis, Mo., for the purpose of forming a National Organization of Retail Druggists of the United States. It has long been felt that the American Pharmaceutical Association did not, or could not, give that attention to the commercial aspect of the retailers' case that the exigencies of the times demanded, and that without some combined effort any individual action that might be taken by local organizations was comparatively futile. The attempt, by a number of leading patent medicine manufacturers, to saddle the retailer with the payment of the stamp tax (by the increased wholesale price) has at length brought matters to a focus, and from all parties of the Union a determined opposition has made itself felt, and the meeting to form the proposed National Association is the outcome. We wish our *confrères* across the border every success in their efforts.

We have long urged upon the druggists of Canada the formation of an association, whose special object would be to look after the commercial interests of the trade, and who would by united effort do much to ameliorate existing evils, bring into close touch the members of the various provinces, and be in a position to watch legislation which might be detrimental to their interests, and promote the enactment of laws in the line of protection and encouragement of the vested rights of the pharmacist.

This is a matter which might with advantage be discussed in the various provincial pharmaceutical bodies, and we would ask the druggists of Canada to discuss it in these columns. Too little attention is given by individual members to matters of this kind, which not only concern the trade as a whole but also each individual member, and the more these subjects are discussed, and the greater prominence and attention given them by pharmacists generally, the sooner will our pharmaceutical legislators feel themselves called upon to take some action.

System in Business.

The druggist who aspires to become well and favorably known, and who wishes to deserve the reputation of being a thorough business man, must adopt and maintain an accurate business system. A place for everything and everything in that place will be his motto. He must keep so accurate a record of all prescriptions dispensed that within a few moments, and without other guidance from the customer than the name of the patient and that of the physician, he can refer to the one desired. He should keep track of incidental family recipes as well, so that the loss of the original or copy by his customer will not preclude a repetition of it. When he compounds or counter prescribes he should enter what was given in a book kept for that purpose, so that he will not have to assume a wise look on the return of the customer for another bottle just like it, and ask whether it was a brown mixture of a sweetish, pungent taste, and of a syrupy consistence, to enable him to improvise at random an imitation of it, and finally destroy what little confidence in him his customer may still be possessed of by blandly enquiring what had formerly been charged for it. For lack of systematic attention to detail experiences such as the above are of daily occurrence, and have contributed very much to create in the public mind a belief that the druggist's price is—all he can get. It is not enough to know that in one instance 500 per cent. profit is being made, and in another only twenty-five per cent., and that, by some unreasoning process, business will come out all right. The business which succeeds upon such a foundation is not an honest one, as it lacks the equable character which system alone could give it.

Drug success is not alone determined by the result to the druggist. The customer has been and ought to be a factor in the issue, and should have received at all times good value for the confidence and trust he has reposed in his compounder. It is a practical impossibility for any druggist to keep proper trace of one or two thousand different articles unless a system of order and arrangement is adopted which will minimize the effort and insure the intelligent keeping of stock. With the best of care and the strictest method the results are none too satisfactory, but without these the unthinking, careless and unsystematic

vendor of drugs is a hopeless factor in commercial life.

Pointers by the Way.

Never make definite statements, unless you are certain they are right. It is better to leave unsaid a wrong statement than to retract it.

Never endorse for a friend beyond your prompt means to pay. Your friends may tax your friendship.

Never do business on a chance method. Chances are very uncertain things.

Never increase your business indebtedness, unless experience provides hope of meeting it.

Never give a chattel mortgage on your business. It is a quick method of putting a noose around your neck.

Never speculate in things outside of your own business; it is hard enough to succeed in the things you know all about.

Never engage in law, unless you are the defendant. Lawyers never do, on their own account, as plaintiffs. They ought to know how it pays.

Never accept drafts and then fail to meet them. It is a speedy method of securing a bad business reputation.

Never buy goods because they are cheap. It is better to buy them because they are good, and because you need them.

Never misrepresent goods. It takes them all their time to bear out the truth.

Never make a habit of putting off the performance of any duty. Put-offs are rarely carried out.

Never allow your sympathies to decide an important matter for you. Your head is supposed to possess more reason than your heart.

Never speak and act solely by impulse. Bad impulses are more apt to come forward hastily than good ones.

Miss Wilkins' New Serial is Humorous.

Miss Mary E. Wilkins' new serial is the humorous story of an up-to-date city woman who attempts to reform a quiet village and educate the people up to the latest fads of the town. It is called "The Jamesons in the Country," and its serial publication will be commenced in the next issue of *The Ladies' Home Journal*. It will have Mrs. Alice Barber Stephens as its illustrator.