

many reasons, some of which we had no control over, but over others we have only ourselves to blame. It is my intention to point out a few of the causes over which in the east they had control, to see if some steps cannot now be taken to guard against the abuses bringing about the same demoralized state of affairs here. To begin with, I would tackle the departmental store abuse as it is now no doubt the worst we have to deal with. We have none here yet. But how did they start in the east? From the corner grocery; keen opposition in that trade driving it quickly into the general store. From there the next step was then departmental stores. Who was to blame for the corner grocery getting this trade? The druggists. They were to blame first by not being united, thus failing to get proper legislative laws, and next by being indifferent. We have not the full power of the departmental store here yet, but is it to anything the druggists have done, or are doing, to prevent it? Who is doing the essence trade of your town? Who is doing the spice trade? The baking powder trade? The toilet trade? No doubt, the corner grocery. We, by our indifference allow these to slip through our hands. The patent medicine trade will soon follow. My remedy is to urge upon every druggist to cater for the trade in these lines. Have your essences, your spices, your baking powder and your toilets the best and cheapest. Not necessarily the best money, but the cheapest for the careful housewife to use. Be after this trade and keep it. Then to guard against the patent abuse. We must be more closely united. Not as now, so many units. Let us get thoroughly organized into districts. By petitioning the Legislature to divide the Province into districts, say six districts, with seven representatives, numbered 1, 2, 3, 4, 5, 6, beginning at the East and going Westwardly. For instance, No. 1 comprise all East of Range 6, West and North of Township 9, and have two representatives. No. 2 South of 1. No. 3 West of 1 to the 17th Range; No. 4, South of 3

and West of 2; No. 5, West of 3 to the boundary; No. 6, South of 5. This would give the Province equal representation, and create more interest in the Council elections and the same districts could be organized into local associations for the arranging of tariffs and looking after local abuses. This would remove all danger of centralization, of which we had a sample last election, and which was one of the great causes of lack of interest and unity with all its fruits in Ontario. Having unity then among ourselves we could approach the Legislature with some force and make an effort to have laws passed governing patents which would protect the druggist and the public. I would suggest the obtaining of a law which would compel the manufacturer of every patent to have the formula of its contents plainly printed on the label and any containing poisons named in schedule of the Act sold only by qualified druggists. This would also guard the public against the Indian doctor joke and other such like frauds—giving the profits of the trade to those who have spent years of labor in preparing themselves for the business. Then what may be termed the most important point—let us be true to ourselves in matters of business. No substitution, no peddling of doctors' prescriptions. Let us all the time strive to keep inviolate the confidence of the medical men, not making the slightest change in a prescription without consulting them, thereby compelling the doctors to be our allies and our friends. If we have a customer who insists on our prescribing, let the mixture be our own, not a doctor's, which has been entrusted to us. Let us be chemists and druggists, making our own preparations, which being made professionally will command the sale over and above all others. Some may think that this would bring us in conflict with the patent medicine men, but it would not be our intention to substitute one for the other, but to sell one in competition with the other, which is allowable all the world over. In this way we would command the respect of the general public and give the