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CANADIAN PHARMACEUTICAL JOURNAL

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Editor, - - - J. E. MORRISON
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A DELAY.

THE JOURNAL will reach its readers a few days late this month, due to the fact that a change has been made in printing arrangements and also that a consignment of paper shipped from Hull was delayed somewhere on the line of transportation, and without which we were unable to go on. We promise better in future.

READ THAT CIRCULAR.

The "Committee on Divisional Associations" has lost no time in getting to work. Just before going to press we received their first circular. This puts the matter clearly before the druggists.

The success or failure which shall attend their work depends upon the action of individual druggists.

Read that circular and do some quiet thinking. It says, "We are willing to do the work provided you sanction it."

If you are not willing to help yourself, who do

you suppose will do so?

Every reader of the circular should sit down and write a letter of encouragement to the chairman of the committee, assuring him of support.

THE DISBANDING OF THE WHOLESALE DRUGGIST ASSOCIATION.

We have no hesitation in stating that we regret the necessity of the above action, the influence of which on the retail trade, so far as we can see, is not likely to be pronounced.

Under the circumstances we could afford to allow the matter to pass without extended comment, were it not that a sense of fair play and honest dealing towards the wholesale jobbers demands a protest against the treatment accorded them in some quarters. The impression has gone abroad from reports in the daily press aided by the comments of the manufacturers' organ in Montreal, that the wholesalers, through the instrumentality of their association and its understanding with the retail men, were acting as a "combine" to the detriment of the retailers.

The writer of this article is perhaps as well informed as any man in Canada to day, on the details of the plan inaugurated some two and a half years ago to aid the retail druggists and the very important part taken by the Wholesale Association to make that plan a success. The basis of the agreement entered into was mutual benefit. That agreement specially stated that, in consideration of the wholesale jobbers confining their trade to the legitimate retail druggists, the latter agreed to confine their purchase of specified lines of goods to the wholesale jobbers *solely*. Now the agreement *did not* read "that if the plan was a success and cutters were closed out," then the retailer would stand by his undertaking in purchasing goods, but it did read "that if the wholesaler would refuse the cutters' trade" *then* the retailer would reciprocate and transfer to him a larger volume.

The question is: "Did the wholesalers live up to the conditions of their agreement?" Unquestionably they did, and as a body they could not have carried