

# Canadian Druggist

Devoted to the interests of the General Drug Trade and to the Advancement of Pharmacy.

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## Canadian Druggist

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### The Pharmacopœia Addendum.

Elsewhere in this issue we give a "Report of Progress," which has been adopted by the Pharmacopœia Committee of the General Medical Council of Great Britain, and for which we are indebted to Mr. John Attfield, F.R.S., editor of the "British Pharmacopœia" and of the forthcoming "Addendum." It is expected that the "Addendum" itself will be authorized for issue at the end of the year. It is worthy of note that there has been "no adverse opinion as to the expansion of the 'British Pharmacopœia' into an 'Imperial British Pharmacopœia,'" and it is expected that in the neighborhood of fifty additional medicinal plants and a like number of pharmaceutical preparations will be included in the proposed addendum, being the suggestions named by the various colonies and India for additions to the B.P.

### Your Experience.

Hundreds of druggists may read article after article in these pages and may make as many different comments as there are different thoughts suggested by the reading. Do you ever stop to think when you read something that strikes home to you forcibly and you say mentally, "that's so," that the writer has been through the same grind of experience that you have and that he has merely expressed a hard fact in his own life. Druggists and writers for druggists are one and the same. The writer can't write for you if he can't write to you, and he can't write to you unless he knows you well enough to do so, and he can't know you well enough unless he knows some of the same things you do and writes about them. We are all so constituted that we are more interested in our own affairs and our own experience than we are in other people's. You may read these lines and say to yourself. Yes, if I felt inclined to do so, I could give to these pages a

leaf out of my own book of experience that would be practical and profitable reading for some of my fellow-druggists. You would doubtless be quite right in saying it, but why don't you furnish us the leaf. We will gladly print it, your experience is what we want. This journal is not for us, it is for you and for every druggist who cares to read it. We are often tired reading our own writing and would love to have a clean, bright new change. By all means give us the leaf. We have been waiting for it for years and are always looking for it. Your experience is what we want. Won't you let us have it?

### Buying Goods.

Nothing tests the good judgment of a business man more than the buying of goods. A study of his trade, the wants of his customers and the character of the demands made upon him will bring him always to one wise conclusion—to stock as many of the articles in demand as possible, but to use the greatest of care to have but very small quantities of the things rarely asked for, and as much as is needed to meet the demands for ready selling goods.

A chance to buy goods cheaply or at a bargain must not be considered for a moment if they are apt to be unsaleable.

Drug stocks and the articles usually assorted with them can only be adjusted by the peculiar conditions of trade surrounding the dealer. He must also buy according to the wishes of his patrons, as it is easier, and more profitable as well, to cater to them than to make them cater to him.

The wise buyer buys only what he can sell. He buys it with cash, if possible, sells it for cash, if possible, and thereby reaps the only reward which the business man can obtain. He buys what his customer wants, sells what his customer wants, and gets in return what he wants himself—profit.