

CANADIAN DRUGGIST.

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THE CANADIAN DRUGGIST,

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PHARMACEUTICAL SOCIETY MEETINGS.

The twenty sixth annual meeting of the British Pharmaceutical Conference was held in Newcastle-on-Tyne, commencing on Tuesday, September 10th. The attendance was somewhat less than usual, but a great deal of enthusiasm was manifested in the proceedings.

A larger number than usual of practical papers were presented and read at the business meetings, which lasted two days. The annual address by the President, Mr. Charles Umney, was full of interesting points, one of which we give in another column, on the "Present British Pharmacopœia," for which we are indebted, as well as for a full report of the proceedings, to our excellent contemporary the Chemist and Druggist.

Among the items of interest to Canadians was the appointment of Mr. Joseph Demrose, F. C. S., Montreal, as Honorary Secretary for Canada in lieu of Mr. A. H. Mason, F. C. S., resigned. Mr. Umney was re-elected President. Mr. Branson, Secretary. Leeds was selected as the next place of meeting.

The "German Apotheker Verein" or Pharmaceutical Conference, which has now a membership of 2,979, held its annual meeting at Mayence, on September 10th and 11th.

The meeting was supplemented by an exhibition of Pharmaceutical products, at which the principal German manufacturing houses had displays of their manufactures. Altogether there were 82 exhibitors.

DISTRICT ASSOCIATION NO. 6.

Minutes of special meeting of the Druggists of District No. 6, held in the Pharmaceutical College rooms, Toronto, on the afternoon of Thursday, 19th September.

Members present: Messrs. J. R. Dodds, W. G. Smith, A. B. Petrie, Thos. Stevenson, R. M. Woodford, R. Wood, R. M. Perry, Robt. Phillips, J. M. McCollom, Wm. Colcleugh. There were also present Mr. Davidson, of Chatham, Mr. Batsee, of Hamilton, and Mr. R. S. Muir, of Port Elgin.

The meeting was called to order at 2 p.m., the President in the chair.

The members at once proceeded to review the price list of District No. 11, with a view to adopting it, or making such changes as might meet with the approval of District No. 6, after which the following resolution was passed. —

Moved by A. B. Petrie, seconded by R. M. Perry, — That prices now adopted be referred to Committee on Trade and Commerce to have published (subject to meet views of No. 11), and that copies of book containing the same be supplied in time to introduce the changes on Nov. 1st. — Carried.

A number of accounts were passed and the meeting closed at 4 p.m.

The meeting felt that in order to carry to a successful issue the object and work of the Association it would be necessary that every druggist in the district should become members of the Association, and as the new price list would come into use on Nov. 1st it was exceedingly desirable that a solid front should be presented on that date, and that the druggists in the district should send in at once their fees (\$2.00) to Mr. Colcleugh, Mount Forest.

BUSINESS MORALITY.

In these days of enterprise and spirited trading, business men are very apt to confuse *clever pushing ways* with *trickery*. The word "smart," used as it is to represent both honest and dishonest men of good business capacity is itself an indirect proof of this confusion. Although the object of both classes is the same, namely, the building up of a profitable business,

their modes are entirely at variance with one another, and the results are almost invariably quite the opposite of one another. Sooner or later the man who tries to make a profit by dishonest means, or takes some underhand way of "getting ahead" of his opposition, will be found out by his customers who will distrust him over after even in his most honest dealings, and if they patronize him at all will compel him to make concessions to them in order to hold their trade. The upright, square-dealing man, on the contrary, will see his custom constantly increasing, and when he makes a new connection, he will have no difficulty in keeping it. His goods will be regarded as above suspicion. Nor will his prices be questioned. Public confidence will open up new, legitimate channels of profit which will not be trusted to his "tricky" opponent for fear of being imposed upon. Fair prices are better than cuts. The genuine article will always tell against the imitation. Advertising is good until it is found to be untruthful. Sell cheap goods as such, and not on the merits of expensive ones. Let your manufactured articles always be equal to the sample shown. With firmness and politeness decline unprofitable business. Endeavour always to have in stock the right goods at fair prices. With constant work, intelligence, politeness, firmness, and honesty, no legitimate business for which there is a demand can help but succeed.

KEENE.

THE ELIXIR OF TRADE.

In these days of life-elixirs it is but natural to look for the elixir of trade—a something to revive not only the life of trade by enlarging its volume, but by putting the tradesman in such a position that he fears no competition, to increase the profits on his business, which, after all, is the real object for which he is working. A newspaper man will likely say that advertising is the great elixir, the salesman will certainly claim that it consists in stocking up in his particular wares, while