

Canadian Druggist

WILLIAM J. DYAS, Editor and Publisher.

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Thoughts and Queries re O.S.R.D.

Are you a member of it? Are you willing to give a few dollars out of the money it has already saved you to promote its prosperity? If not, and you permit it to fail, what are you going to do? You cannot sell out under the demoralizing influence of cutting. You cannot give your profit away and have it. If you are going to cut to win, you will have to cut the throat of your neighboring druggists' trade in order to do it. Is such a prospective condition to your liking? Do you want the savor of your name to stink in the nostrils of your confrères? Are you so lost to all instincts of honor and so void of ethical principles that you could prospectively entertain such a denouncement with any degree of comfort? On the other hand, have you thought out your future prospects and how they can be enhanced? Times are not merely changing, but they have changed; and you may have to change your method, but not your principle of business conduct. You may not be entirely satisfied with your business on an even keel, but you may rest assured you would do much less so off it. Does it not encourage you to note how readily the manufacturers of remedies you sell have signed an agreement to assist in protecting your trade? The proportion of manufacturers who have signed is greater than the proportion of retailers. Are you less interested than they? The power so far exercised to secure submission has been exerted by the wholesale druggists, who are a unit in this matter. It has been generally conceded by wholesalers and manufacturers that the essence of power lies with the retailers, and that when they are united their power and influence will settle the matter. Do not be misled into believing the damaging stories you may hear. They are manufactured for a purpose, but not to aid you. Have you confidence in your fellow-druggists in your own town. Druggists are not cutters at heart, and even should your neighbors have started to cut they can be persuaded to desist. You are more concerned in the success of your confrères than are your customers. They will bait you both, and profit by any misunderstanding they can produce between you. The success of the society now

formed depends more upon the moral support you give it and the friendly co-operation of druggist with druggist than upon the financial strength supplied it. Both are necessary, however, and should be cheerfully given. If you have not given either or both in the past, do so now, as your business future will largely depend upon it.

Buying in Haste and Repenting at Leisure.

Those druggists who were persuaded into buying a stock of L. R. Harrison & Co.'s perfumes must have been ready to bless themselves when they saw the advertisements of two Toronto departmental stores, announcing that the representative of that firm, Mr. Jas. Gould, would be in their store selling their perfume at "39 cents an ounce, regular price 75 cents." In their eager anxiety for something new, some druggists fail to stop and think with whom they are dealing, and whether they are not merely advertising a maker's goods in order to enable them to sell large bills to the "cutters." It would be wise to wait until such goods are advertised in the trade journal, as an indication that it is the trade which will handle the goods, and for whose good will the management is catering. The *best* and *most reliable* firms advertise, because they are in touch with the trade. Look through our advertising columns when you desire to know who to buy from.

Nominated for Parliament.

At a meeting of the Conservative electors of the St. Lawrence Division, Montreal, Mr. Henry R. Gray, the well-known druggist of St. Lawrence Main street, was, after the first ballot, unanimously nominated as a candidate for the House of Commons for that district. A deputation appointed by the meeting waited on Mr. Gray subsequently, but were unable to persuade him to accept the nomination, his numerous business engagements preventing him from accepting. Should he have accepted the nomination, we believe his chances of election were excellent. A man held in the highest esteem by all classes and nationalities, and who has proved himself a capable legislator in matters pertaining to the welfare of the citizens of Montreal and the Province of Quebec, there is no doubt that he would have received the enthusiastic support, not only of the Conserva-

tive party, but also of others who recognize ability and integrity above the mere claims of party.

We cannot but regret Mr. Gray's decision for two reasons. In the first place, as a representative druggist Mr. Gray stands at the head of his profession, and if in Parliament might, and probably would before long, be able to do much for the advancement of pharmaceutical legislation. And, again, we regret it from the fact that our legislatures are at present too much in the hands of office-seekers and mediocre lawyers, and are wanting in the class of men essential to make them the representative councils that they should be. While there are some excellent business men amongst them, still the proportion is so small that business principles as applied to legislation become lost sight of in the mass of matter under consideration.

Photographic Supplies for Druggists.

With the advent of spring, the amateur photographer will be looking forward to an early resumption of his favorite pastime and the replenishing of his stock of necessities for the work. To the enterprising druggist this may mean a source of additional revenue, if he will take advantage of it. It is much more convenient, as a rule, and certainly more desirable, to have the numerous preparations mixed by a druggist who thoroughly understands the nature and properties of chemicals than by a photographer who, although he may be an expert at the mechanical part of his business, has not the knowledge which fits him for the more delicate parts—the manufacture of the various preparations used in the art. These have, for the most part, been purchased from the general dealer in these goods. The increasing interest, however, which is taken in this fascinating work by amateurs renders it desirable that druggists should at all times have a small stock of supplies, not only in the line of chemicals, but also a few appliances, to meet the demand, which, if not already existent in his locality, can be readily cultivated.

Since our first advocacy of this special line for the drug trade many druggists who had hitherto held aloof from it have put in stocks, and are, in most cases, meeting with considerable success in making it a paying branch of their business, besides acquiring a taste for an art which, in itself, is a source of pleasure as well as profit. The "kodak fiend" is everywhere to be found; and if druggists would share in the profits attendant on this branch, they should cultivate it by keeping a supply of the goods necessary to fill any orders; and, in many cases, it would be very desirable to have a "dark room" for the use of the roving amateur.