

# CANADIAN DRUGGIST.

DEVOTED TO THE INTERESTS OF THE GENERAL DRUG TRADE AND TO THE ADVANCEMENT OF PHARMACY.

Vol. 6.

STRATHROY, SEPTEMBER, 1894.

No. 9.

## CANADIAN DRUGGIST.

WILLIAM J. DYAS,

PUBLISHER.

SUBSCRIPTION, \$1 PER YEAR IN ADVANCE.

Advertising Rates on Application.

The Canadian Druggist is issued on the 15th of each month, and all matter for insertion should reach us by the 6th of the month.

New advertisements or changes to be addressed

CANADIAN DRUGGIST,

STRATHROY, ONTARIO.

### EUROPEAN AGENCY:

Brock & Halifax Aldermary House, Watling St.  
LONDON, E. C., ENGLAND.

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### Keeping Up Stock.

Perhaps no feature of business more readily or surely determines its success than that of keeping up stock. Other considerations may assist a business man in getting customers, but, if he wants to retain them, it must be by supplying them with exactly what they want. In the business of the druggist the greatest of care is absolutely necessary that stock depleted may be promptly replenished. The articles are so numerous and the quantities purchased in many cases are so small that each sale made requires thoughtful watchfulness to see that enough remains for the next demand. Not only must the proprietor be on the alert continually but he is sadly neglectful of his own interests if he does not repeatedly bring to the attention of his clerks the necessity of being so also. It is always well to keep a want book in a handy place and when the goods being sold are noted low to jot it down even before the sale is made, as you will be apt to forget it afterwards. Keep a separate want list for stock you manufacture and attend to it in the same careful way. Should you find you are out of an ordinary article of staple stock at the moment of demand secure it at once or promise to send it. A customer may be retained in this way that might otherwise be lost to you if allowed to secure supply at another store.

In business matters it is always wise to judge the public in about the same way you might also be judged. You do not always take your business where you take your friendship. You want to deal where you can find the best and largest stock. You are influenced by a desire to have ample opportunity for selection. The same applies exactly to your customers. They may not want a great deal but they are sure to go where they are apt to find what they do want. But few of them care whether they know the proprietor, and less whether they know the clerk or not. They are looking for an article for a specific purpose and will buy it while the notion to do so prevails. The motive which prompts them to do so is not at the command of the salesman. The seller, be he proprietor or clerk, is but the medium to supply a demand created by a need. If he can do so he is so much profit better off; if he can not, a competitor grows the richer. Business is not sympathetic, it is speculative, and those who desire to profit by it must be sure to keep their supply judiciously beyond the demand.

### Cautious Comment.

The handling of prescriptions with discreet judgment is a nice detail of an experienced pharmacist's work. His customer, in many cases, either from curiosity or from some other equally foolish motive, plies him with questions as to the nature of the ingredients, whether the prescription contains some specific article which he would not take under any circumstances, what the prescription is intended for, if he considers the doctor a good physician, and many other perplexing questions, which, if answered as asked, would lead to no end of trouble.

The less information given in such cases the better. It is no part of the dispenser's duty to act as the physician's critic or to attempt to give information which another and better informed man has been paid to give. The dispenser, while he may know the therapeutic properties of the ingredients he is compounding, cannot state with any degree of certainty the purpose for which the physician designed them, and, even if he could, he should not. His duty to his customer is performed when he prepares properly the prescription presented, and he will be more likely to retain the good will of the prescriber if he can inspire him with the idea that he knows when it is wisdom to defer speech.

### New Tests for Tannic and Gallic Acid.

Frederick Davis, a London chemist, proposes the following hitherto unknown and unpublished test for distinguishing tannic and gallic acids.

**TANNIC ACID.**—To a solution of tannic acid add solution of potash and solution of chloride of barium, a pink precipitate results, gradually darkening.

**GALLIC ACID.**—To a solution of gallic acid add solution of potash and solution of chloride of barium, a blue precipitate results.

The coloration with gallic acid is beautiful in intensity and quite distinctive, that with tannic, however, is a dirty pinkish tinge, at first almost slaty green but quite different from the color given by gallic acid.

**ECZEMA** is a poisonous ptomaine  $C_7H_{15}NO$ , isolated by Griffith from the urine of patients afflicted with eczema. It is not found in urine of healthy persons.