

# Canadian Druggist

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

Vol. IX.

TORONTO, MARCH, 1897.

No. 3

## "APENTA" THE BEST NATURAL APERIENT WATER.

Bottled at the **UJ HUNYADI**  
SPRINGS, Buda Pest, Hungary.

*Under the absolute control of the Royal  
Hungarian Chemical Institute (Ministry of  
Agriculture), Buda Pest.*

## "APENTA" THE BEST NATURAL APERIENT WATER.

"We know of no stronger or more  
favourably-constituted Natural Aperient  
Water than that yielded by the Uj Hunyadi  
Springs."

*L. Lieberman*

*Royal Councillor, M.D., Professor of Chemistry,  
and Director of the Royal Hungarian State  
Chemical Institute (Ministry of Agriculture),  
Buda Pest.*

## "APENTA" THE BEST NATURAL APERIENT WATER.

By instructions from the Apollinaris Company,  
Limited, now offered to the Trade at

\$5.50 per case of 25 large glass bottles.  
\$8.00 " 50 small " "  
\$8.00 " 100 glass quarter "

SHOULD THE PRICE OF

## "APENTA"

be reduced, we guarantee to allow such reduction  
to our Buyers on their unsold stock, and as far as  
possible, to secure a corresponding reduction to  
Retailers upon their unsold stock.

SOLE EXPORTERS:

**THE APOLLINARIS COMPANY, Ltd.,**  
LONDON.

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The Canadian Druggist  
Wm. J. Dyas, Publisher.

### Harmony With Profit

A feature of the drug business which  
has often appealed to us as being a sad  
lack of discretion has been the antagonis-  
tic spirit displayed by druggists in small  
towns where two or three controlled the  
trade. Jealousy has ever been a domi-  
nant trait in human nature, but it should  
not be permitted to override common  
sense absolutely. Where two druggists in  
a small place strive with one another to  
have first position and to control the trade  
they are each doing themselves an injury  
without benefiting the community in the  
least. If one cuts prices the other does  
the same, and a system of business war-  
fare is maintained, which destroys the har-  
mony and good will which should exist,  
and which brings each one poorer at the  
end of the year.

It has been said, and truly so, that  
druggists are more interested, from an  
economic standpoint, in one another's  
success than are the best customers who  
deal with them. Is it not true that your  
fellow-druggist likes to see you get good  
prices, and is it not equally true that you  
like to see him do the same? But bring  
to your mind, if you can, your most  
friendly customers who do not take a  
certain amount of pleasure in securing an  
advantage from you in price. If cutting  
prices does one thing more surely than  
another it does this: it destroys mutual  
confidence, limits all sense of security,  
removes from the control of the dealer  
that grasp upon his business which he  
would like to retain, and creates in the  
mind of your customer a morbid desire  
to secure an unfair advantage in buying,  
which is sure to induce him to go else-  
where if any more tempting offer suggests  
itself. Our advice to our fellow druggists