

was found to be ample to push matters strongly, and a competitive warfare with some of the cut-rate goods is the result.

The Toronto druggists are jubilant over the results achieved and are certain that their's is but an initial step for more general united action.

The feeling is becoming general that if the old patent remedies are to be sold at prices which mean a loss, some other avenue of trade than the drug trade must be the sufferer.

What the final outcome will be remains yet to be seen, but as the druggists feel that they are gaining ground every day on this line of action, they naturally conclude that the others must be losing somewhat. A few years ago it was a comparatively easy matter for patent medicine houses to induce druggists to distribute advertising matter over the counter for them, but to-day the advertiser is obliged to do his own distributing. Another feature of the matter which has been evolved by the cut in prices has been a growing lack of confidence on the part of the public in remedies which can be sold, presumably at a profit, at 65 cents instead of \$1.00.

They fear that after the first buyer gets his profit, and the proprietor his slice, their share in value is not likely to be very great. The result has been a much more frequent demand upon the knowledge of the druggist who, under present circumstances, is not likely to turn it to account in the interest of those who manufacture goods he is obliged to sell at a loss.

The Druggist's Back Shelf.

It is doubtful if any part of a druggist's premises is so likely to contain goods which lie unproductive of profit as the back shelf. Here surplus stock is stored; small quantities of material left after filling stock bottles and drawers, articles infrequently asked for, and a general heterogeneous commingling of all kinds and qualities of goods which it would take an encyclopaedian mind to keep track of. An attempt at systematic arrangement is rarely thought of, and only when stock-taking times come round does the average druggist become aware of the fact that he has duplicate quantities of goods, and goods which he had forgotten were in stock at all.

We are satisfied that to a lack of systematic arrangement and failure to frequently overhaul stocks many druggists could properly ascribe their failure to conduct business profitably within the narrow scope which their means will allow. Goods which are absolutely dead stock are valueless to the druggist, and should be disposed of for whatever they will bring. We will suppose that a druggist has goods upon his shelf which cost him one hundred dollars, but which would not bring that amount but might possibly sell for twenty-five promptly. If he lets them lie his one hundred dollars is as good as gone, but if he accepts the smaller

amount the rapid turnover of good stock which it will purchase will soon recoup him for his loss.

The occasional careful scrutiny of our stocks will do us all good. But few of us have either money or goods which we can afford to have lying idle, and a little extra effort upon our part to dispose of stock which is apparently with us to stay will teach us that the back shelf deserves and should receive due attention.

To Drug Clerks.

We invite all drug clerks to send in their names and addresses, giving also names of proprietors for whom they are working. These will be published monthly in our columns as a reference list in order that friends may keep track of their former associates, and also to encourage social and professional correspondence. All items of this nature will be placed in the "Drug Clerks' Column," and we trust that it will be fully taken advantage of.

Quebec Pharmaceutical Elections.

At the annual meeting of the Pharmaceutical Association of the Province of Quebec, held June 12th, in the lecture hall of Laval University, Quebec, the following gentlemen were duly elected as members of the new council for the term of two years, namely: Joseph Contant, Henry R. Gray, S. Lichance, David Watson, W. H. Chapman and W. A. Dyer. The election of officers of the Association will take place at the first meeting of the new council, to be held on July 3rd, next.

The O. C. P. Diploma.

A correspondent asks: "Where is the Diploma of the Ontario College of Pharmacy recognized?"

The following State and County Boards of Pharmacy are believed to register our four year apprenticeship graduates:—Alabama, District of Columbia, Florida, Janesville, North Dakota, Wisconsin, City and County Boards of New York, New Jersey, Connecticut, Georgia, Missouri and Illinois.

International Congress of Hygiene.

The next International Congress of Hygiene and Demography will convene at Buda-Pesth, Hungary, in September. A feature of interest to pharmacists in this Congress is the circumstance that the Organizing Committee has created a special section for pharmacy, of which Dr. Julius Jarunay has been appointed president; and he has issued a circular asking for the hearty co-operation of pharmacists of all countries. The following list of topics have been thus far selected for discussion:

I.

1. International Pharmacopœia.
2. Qualifications of Pharmacologists.

3. System of control for the free establishment and control of druggists' shops.

4. In what manner would it be possible to reduce the price of medicines so as to make them cheaper for the poorer classes, especially for the rural population?

5. Latest notes on the keeping and preserving of drugs.

II.

1. The dispensing of drugs or medicines by physicians.

2. The proper regulation of State control over druggists' shops.

3. The sanitary evils arising from the sale of medicines the composition of which is kept secret.

4. The definition of herbs and the anatomical parts of herbs, as contained in the pharmacopœia.

5. The appropriate fitting up of the several parts of the pharmacist's premises.

6. The comparison of the quantitative analytical methods, as contained in the different pharmacopœias.

7. The rational denomination of new drugs.

8. The drugs of ancient and of present times.

9. Incompatible drugs.

10. Explosive combinations of medicines.

11. International unity for maximum doses.

12. Uniformity in the form of prescription.

13. Permanganate of sodium as an antidote for phosphorus.

14. Should the pharmacist be an examiner of food, drinks, and other articles of consumption?

15. Tokay wine as a remedy.

16. Preparations of quinine, and the quantitative determination of pure quinine in them.

17. The newest apparatus necessary for the examination of drugs.

18. Introduction and making known of Hungary's medicinal plants.

19. The limits of sensibility in the more important reactions as described in various pharmacopœias.

20. The determination of the active parts of the more important tinctures and extracts.

21. Color-blindness amongst Pharmacists.

BUSINESS FOR SALE.

SPLENDID OPPORTUNITY for a young druggist whose expenses will be light. For sale an old established drug business in a rising village in the County of Middlesex, on the main line of the G. T. R. Store and dwelling excellent. Stock all clean and well selected. Expenses light and business satisfactory. Practically all cash. Reason for selling, failing health and a desire for retirement. Present proprietor owns both store and dwelling, and will make terms right to suitable person. For further information apply to W. MURPHY, 1418 Queen St. West, Toronto.