

trade in this preparation. The building throughout is heated with hot water, supplied with water and lavatories in all parts, and the various flats may be reached either by stairs of easy ascent or by an elevator. The whole building is a marvel of completeness and elegance, and a credit alike to its enterprising owner and to Brockville. Any of our readers who may visit that town will be amply repaid for any time they may spend in examining this block, and we can vouch for it that Messrs. Fulford & Co. will cheerfully show them through it.

WHAT ARE A DRUGGIST'S DISTINCTIVE FANCY GOODS.

To answer this question accurately one should know thoroughly the class of customers the druggist controls; but in general terms it may be said that an embellishment of any of his sundries is naturally contained in the list. Thus toilet cases, holding a brush, comb and mirror, or a cake of soap, or some bottles of perfume, or a nail set, are, first of all, Druggists' Fancy Goods. Travelling cases too are seldom found anywhere else, except in the larger cities. China or glass stands, or boxes for the toilet table are all in the same category. There are also some goods which are expected to be found both in the jewellery and drug store, such as spectacles and cases, thermometers, calendars, etc. The stationer may also be opposed in a few of the more fancy styles of ink bottles, in the better lines of purses, penknives, etc. In fancy goods there are two things to remember:

1. In most cases a customer has only half made up his or her mind what to buy, and very often has no idea at all.

2. In order not to lose a sale your stock must be sufficiently varied to satisfy the buyers that they have a large enough choice without going elsewhere.

It is not therefore well to confine one's buying to one class of goods, but rather to invest in small quantities of different styles, nor must it be thought that Xmas time is the only season. Presents, though, of course, not to the same extent as in the holiday season, are made at all times, and the dealer who wishes to control the best Xmas trade must keep his fancy goods constantly before his customers.

QUEBEC PHARMACEUTICAL ASSOCIATION.

The semi-annual examinations for major and minor candidates will be held in the lecture room of Laval University, Quebec, commencing Tuesday, Oct. 15th, at 9 a.m. Candidates must file their applications, duly certified, with the Registrar, E. Muir, Esq., Montreal, on or before Oct. 5th.

TRADE NOTES

J. R. Seymour, St. Catharines has refitted his store after the style of the drug store in the Windsor Hotel, Montreal. He has closed his branch store at Grimsby Park.

Drug Association, number six, which includes the counties of Wellington, Halton, Peel, Dufferin, and Carlton, will have a meeting at Toronto in the college building, on the 19th September, to arrange a scale of prices.

Pear's soaps are to be put into the hands of all dealers. In view of the probable cutting in price that this will result in the London druggists have dropped the price to cost and less. We understand they are to hold a meeting to talk the matter over.

Mr. C. McD. Hay, of Lyman Bros. & Co., met with a serious accident at Guelph on Friday. While riding from the hotel to the station in the bus some boys got on step, the driver struck at them with the whip, and the end of the lash just caught Mr. Hay in the left eye, which resulted in acute inflammation, which means a darkened room for some days for him.

T. S. Petrie, of Guelph, has returned from a trip up to Mackinac.

Correction.—In the August number there appeared amongst Trade Notes the announcement of the death of T. B. Barker, Esq., of St. John, N.B.; this should have read Geo. A. Barker, son of T. B. Barker. Deceased was a retail druggist in St. John, and was also mayor of that city at the time of his death, and was a gentleman held in high esteem by his fellow citizens.

A fire occurred in the drug store of Wm. McDonald, Tilsonburg, on the night of August 31st, the entire contents being destroyed. Estimated loss, about \$2,500. Insurance, \$1,000. The fire was caused by the explosion of a coal oil lamp during the absence for a few minutes of the clerk in charge.

A. Dowsley has opened a new drug store in Cardinal, Ont.

S. Bail, of Little Current, is in difficulties. A meeting of his creditors was held on the 12th August, but we have not been able to find out the result of their considerations.

Sheriff Smart, of Brockville, acting as assignee for the estate of John Boyer & Co., who failed last November, has been considerate enough to declare a dividend of eighteen cents in the dollar.

In a carnival number of the Halifax Chronicle, sent to us a week or two since, we were pleased to see the genial face of J. Godfrey Smith, who has one of the finest drug stores in the Nova Scotia capital. According to Lower Province custom Mr. Smith, besides keeping every drug that is required and all the regular sundries and patent medicines, has a full

line of stationery, spectacles and fancy goods enough to fill a whole store up west devoted to nothing else. There are but few fancy goods stores east of Montreal and the druggists have things more their own way accordingly.

Among the visitors to our sanctum during the last month were W. A. Houston, representing Thos. Leeming & Co., T. W. Heinemann, the great plaster manufacturer of Chicago; Mr. Millard, the atomizer maker of Providence; John Lowden, late of Lowden, Paton & Co., but now the agent of the Burlington Glass Co. Of them all Mr. Lowden would be adjudged the cleverest, but for deep thought, based on long and steady reading and thinking, there are few men in business to day who could cope with Mr. Heinemann. It does one good to occasionally meet a commercial man who prizes the faculties of his brain before the almighty dollar. Mr. Millard is a self-made man, for years foreman for Davol, the rubber goods manufacturer. He invented some improved atomizers and syringes and launched out with but little aid to day may well be called wealthy. Mr. Houston says that Johnson & Johnson's goods are the best in the market and it would be wise to have your eye on your own door before you begin to question the assertion.

Judging from the number of businesses sold during the last four weeks there are quite a few discounted druggists in the country. J. W. Warwick, Brantford; R. P. Skinner, Niagara Falls; J. E. Holland, Holland, Duncombe & Co., St. Thomas; Dr. C. J. Edgar, Inverness, are amongst those whose names have come under our notice.

Under the name of "Blue Seal Vaseline" the Cheseborough Manufacturing Co. are putting up their vaseline in two ounce bottles, packed in one gross boxes, and sold at \$9 per gross. There is no excuse for dealers putting up any inferior imitations of this article and leaving themselves open for vexatious litigation, especially when the genuine article can be purchased at so reasonable a figure. As the season is almost on for a large consumption of this article dealers will do well to lay in a supply of "Blue Seal."

Louweiss, the popular dentifrice, manufactured by Johnson & Johnson, is now put up in collapsible tubes as well as in bottles, the tube retailing for 25c. The demand for this article is deservedly increasing. Thos. Leeming & Co., Montreal, are agents for Canada.

Notwithstanding the various imitations and proposed substitutes Lactopeptine gains in favour every day, and is now as standard as almost any article of the Pharmacopœa. From its thorough reliability and unvarying results it has won its way to the front rank of remedies. R. L. Gibson, 30 Wellington street E., Toronto, is general agent for Canada for this and the Maltine preparation advertised on first page of cover.