

of reasonable results. The applicant who fails after doing his best to succeed has at least the satisfaction of having faithfully tried.

#### The Canadian Addendum to the B.P.

At the recent annual meeting of the Canadian Medical Association held in Toronto, the question of a Canadian Addendum to the British Pharmacopœia was discussed, and on consideration a committee was appointed to act in the matter, the following being chosen as members of that committee:

A. D. Blackader, M.D.; J. G. Adami, M.D.; Robt. Wilson, M.D.; A. T. Bazin, M.D.; T. D. Reed, M.D.; H. Hervieux, M.D., Montreal; J. T. Fotheringham, M.D., Toronto; and J. E. Morrison and A. Lecours, W. H. Chapman, A. Robert, A. B. J. Moore, Montreal; H. Waters, Ottawa.

At the first meeting of this committee held recently in Montreal, Dr. Adami being in the chair, the preliminary list which appeared in a former issue of THE CANADIAN DRUGGIST was submitted, and it was decided that the preparations named below be suggested as constituting the Canadian Addendum. It was also decided that this list be submitted to the leading pharmaceutical and medical associations in the different provinces for their consideration.

We would ask our readers to revise this list, and where any of the preparations appear to them to be unworthy a place in the "B.P." to point them out, or if they have any other preparations to suggest to let us have them for our next issue.

It will be noticed that our Montreal correspondent mentions on page 231 some changes which he believes would be desirable. The following comprises the suggested preparations:

Elixir simplex, tinct. aurant, limnois, aq. flor. aurant, syrup and spirit.

Emulsum olei. morrhue, 50 per cent. and flavor almond, or ad libitum.

Ext. buchu liquid, 1-1.

Ext. hyoscam. liq.

Ext. pruni virg. liq.

Ext. tritici repentis liq.

Ext. grindelæ liq., alkaline.

Ext. senegæ liq. (KOH).

Ext. viburni prunif. liq.

Liq. antiseptica aromatica (thymol, wintergreen, benzoic acid, etc.).

Oleum gaultheria, from gaultheria procumb. or betula lenta, or synthetic.

Syr. acid. hydriodici, 2 per cent. from potas. iodid, and tartaric acid.

Syrup phosphates co. (Parrish's).

Syr. hypophosphitum cum quin et strych.

Syr. senegæ 1-5.

Syr. ipecac 1-20.

Tinc. arnicæ florum 1-10.

Tinct. jalapæ co. (jalap scammon, turbeth.).

Tinct. opii deodor 0.75 of morphin.

Ferric hypophosph.

Hydrarg. iodid flav. (mercurous iodide).

Syrupus hypophosphitum (ca. na. K).

Ferri phosph. solub. scale.

Syrupus ferri iodid. Alteration of quantity of sugar for climatic reasons.

Formic aldehyde, a standard solution desired.

#### Policy in Business.

The man who is naturally blessed with business tact is endowed with a characteristic which will contribute very much to his success in life. The intuition which enables a business man to handle his various customers so that all will be pleased to deal with him, is a gift whose value cannot be estimated in dollars and cents. Two men with equal means and like opportunities but who differ from one another in tactful diplomacy, will differ proportionately in their business career. The one who will adapt himself to his customers will accomplish much more than the one who endeavors to make his customers adapt themselves to him. The policy of drawing is far superior to that of driving.

The faculty of adaptation is an intangible one but its evidences are markedly tangible. In business affairs as in social circles it never fails to exert an influence which is felt rather than seen. The motive which impels it is doubtless self-interest, but so artfully is this hidden that not even a thought is given to the cause which generates it. It is as difficult for some as it is easy for others to be politic, yet the man who is not possessed naturally of the gift of adaptation must acquire it by self-tuition if he desires to wield the influence which agreeable personal ways enjoys.

#### Pharmaceutical Examinations.

There were twenty-four candidates in the pharmaceutical examinations conducted in Quebec this week, fifteen for the major, and nine for the minor. Of the latter, Miss Prevost, of Three Rivers, is the first lady

student of pharmacy who ever went up from Quebec province.

Following are the successful candidates at the written examination: L. Fertin, F. P. Lemaistre, G. A. Lapointe, A. D. Quintin, H. Guerin, G. P. Plamondon, A. E. Baldwin, J. A. Roy. There were fifteen candidates. The results of the oral examination had not been announced when going to press.

#### Commercial Training.

In our issue of March, 1899, under the heading of "Are Druggists Business Men?" we followed up the line on which we had previously written, of the lack of business training of a number of our young men.

We have at different times attributed failures in business to the want of an accurate knowledge of mercantile transactions and methods.

The graduate in pharmacy has as a rule but little experience as to the correct ideas of business forms, and practical business methods, and we have always held that the commercial side should be as carefully studied as the professional side of pharmacy if financial success is to be attained.

We notice that several of our contemporaries are now giving expression to the very same idea, striving to impress on graduates and clerks generally the necessity of becoming thoroughly conversant with what is necessary to successfully conduct a business.

In the *Chemist and Druggist* (England) of September 16th, under the heading of the "Chemist as a Business Man," the editor says amongst other things:

"Not long ago a man with wide experience of the trade told us that he conscientiously believed that nine out of ten retail chemists in business do not know the difference between gross and net profits. Another equally well-informed business man has assured us that if a dozen chemists were locked up in a room and informed that they would get nothing to eat until they had drawn up a correct balance sheet showing the state of their affairs, ten out of the dozen would die of starvation. These are, doubtless, exaggerated ideas, but they are based upon a weak spot—a neglected part of pharmaceutical training. The fault arises in the training of apprentices. The teaching of bookkeeping or of the intricacies of ordinary buying and selling is rarely imparted to apprentices. This is all the