

CANADIAN DRUGGIST.

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

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Credits.

It really seems, from the present outlook, as though the time was near at hand, if not already here, when the necessity for putting some sort of check upon the credit system, with its large and complex discounts, should be apparent to every business man who values his own position in trade, and has a due regard for the commercial reputation of the nation.

Through the reckless and demoralizing competition of the last decade, the dangerous practice of selling upon long credits has insidiously crept into business methods again, while, at the same time, anxiety to sell has relaxed caution to such an extent that in some departments of trade numbers of firms are, and have been for a long time, maintaining themselves upon credit, without any actual capital of their own invested. It would seem unnecessary to remind business men that long credits have played a conspicuous part in every panic since 1836, and that our commercial system is getting perilously near the danger line, but some lessons are never learned, or are quickly forgotten after the stings of punishment have subsided.

Obviously, credits are cheap, and anxiety to sell overcomes caution and business sagacity, while the reflex action of every failure makes the pinch of competition more serious and difficult to bear.

Certainly the subtle evils of memorandum accounts, overgrown credits, inordinate discounts and extravagant terms generally, are fast becoming the rule and practice, and the condition of trade is such that any special stringency in the money market would force many houses to suspend. All of these methods are on the increase. Would it not be wisdom to

put on the brakes before reaching the brink of the precipice?

Now, especially, when everything indicates an improvement in trade and a more general confidence in the outlook, every business man, whether in jobbing or retail trade, should see to it that credits are curtailed and a general settlement of all accounts made.

Be Courteous.

There's money in it. It costs nothing and pays well. One can be "rushed," be independent if he wishes, and yet be courteous. In these days of keen competition every little counts, and the storekeeper who is anxious to keep up and increase the number of his customers must never forget to treat them with the utmost courtesy. Some people otherwise pleasant put on a very disagreeable nature when they go shopping, making the life of the person who serves them as miserable as possible. But this must be borne with, and politeness served out with the goods just as readily as paper is given without charge for each parcel. "Oh, how disagreeable they are at Mr. So-and-so's." "Yes, their goods are cheap, but I'd sooner pay Mr. Some one else more and be treated civilly." Expressions like these are very frequently heard, especially in the larger centres, where there is considerable unknown or "catch" trade. Speaking of one of the largest stores in Toronto the other day to a lady, she told us that having once been treated rudely there she would never enter the door again. Of course the fault lay with a single clerk, and we cannot commend her in her sweeping judgment of the whole establishment, but unreasonable as it may seem, the majority of ladies (and ladies do most of the shopping) will be influenced in this way. Keep the tight goods, of the best quality, charge enough for them, wrap them up neatly, sell them for cash, and never lose an opportunity of being polite to a customer and your trade will constantly become larger and more profitable.

Strange Uses of Paper.

Paper is now made to serve for steel and iron. When strong fibre is used, it can be made into a substance so hard that it can scarcely be scratched. Railroad car wheels are made of it more durable than iron. A store in Atlanta, Ga., has been made entirely of paper. The rafters,

weather boards, roofing and flooring are all made of thick, compressed paper boards, impervious to water. On account of the surface of the paper being smooth and hard, it cannot catch on fire as easily as a wooden building. It is found warm in cold weather and cool in hot weather. The Breslau fire proof chimney has demonstrated that cooking and heating stoves, bath tubs and pots, when annealed by a process that renders it fireproof, become more lasting than iron, and will not burn out. Cracks in floors around the skirting board, or other parts of a room, may be neatly filled by thoroughly soaking newspaper in paste made as thick as putty and forced into the cracks with a paste knife. It will soon harden and can be painted.

Black walnut picture frames are made of paper and so colored that no one can tell them from the original wood. A paper piano has lately been exhibited in Paris. The entire case is made of compressed paper, to which is given on a hard surface a cream white brilliant polish. The legs and sides are ornamented with arabesques and floral designs. The exterior and as much of the interior as can be seen when the instrument is open are covered with wreaths and medallions painted in miniature. An Italian monk has succeeded in constructing an organ where the pipes are made of paper pulp. It has 1,400 pipes of various sizes. The American cotton seed oil trust is now running a mill for making paper from the hulls remaining after all the oil has been squeezed out of the cotton seed. It is contemplating the erection of a 100-ton mill for the same purpose. These hulls have heretofore been considered worthless. It has so far proved so successful that the trust proposes erecting mills at different points in the cotton raising country. Of course, this will somewhat revolutionize the paper trade. *The Bookkeeper.*

Chinese Practices and Beliefs.

Anna K. Scott, in the course of a letter from Swatow, China, addressed to the *Cleveland Medical Gazette*, writes:

It is an ever-increasing mystery to me how this great Chinese nation has contrived for centuries to retain so perfect a system of "petrified fixedness." The Chinese doctor of to-day holds the same ideas of medicine and medical practice that were entertained in the days of Hippocrates, though lacking in the practical