

Act, and wherein other legislation has borne heavily on the profession. An opportunity is now offered for each member to give a helping hand. Peradventure in the past there has been occasion for fault-finding with the Council. Under some circumstances, perhaps, wisdom was not exercised when approaching the Legislature, but what of that? The present is what we are dealing with. We say to the druggists of Ontario: Be up and doing; discharge your own duty, and then if you will, grumble at the other fellow. If you have suggestions to offer, send them to the chairman of the Committee on Legislation, Mr. A. Turner, Orangeville, or address them to the office of The Journal, and we will see to it that they reach the proper parties. A little effort put forth to advance the general welfare will benefit you by enlarging your sphere of action beyond the confines of your own shop. In any advantage that may accrue, you will receive a proportionate share.

THE PROPOSED PLANS.

Our contemporary, the *Canadian Druggist*, is somewhat mistaken in "the three plans." In the first place, there never were but two plans offered. The first was suggested by a joint committee consisting of representatives of wholesale, retail, and manufacturing interests. If the retailers can have been said to have offered a plan at any time, this is it, as every one of the five suggestions emanated from the offices of their society, were accepted by the committee and recommended to the manufacturers, who considered it impracticable.

This plan was as follows :

1. That the manufacturer shall make the wholesale drug and patent medicine jobber the only distributor of his proprietary medicines. Manufacturers, however, are at liberty to sell to others than druggists, from their wagons, taking from each a contract not to sell for less than the marked price.
2. That all proprietary medicines shall be sold only under contract to the wholesaler, and by them in turn under contract to the retailer.
3. That there shall be no scaling of prices to the retailer.
4. That the manufacturer be recommended to make it a condition in all contracts with the newspapers, that under no circumstances shall they be allowed to advertise their medicines at less than marked retail prices.
5. That in order to enable the manufacturers to carry out this scheme, the retailers would be willing to have prices to them advanced on a basis of \$2, \$4 and \$8.

This, as we say, was considered impracticable by the P.A.T.A. of Canada, who suggested the following, at their meeting, Sept. 7th:

1. We are in sympathy and full accord with any measures that will result in the suppression of cutting.
2. That all proprietary articles should be sold through the drug trade and general stores.

3. The plan put forward at the last meeting was not deemed practicable.

4. It is the opinion of this association that, in order to stop this evil, all proprietary articles should be sold direct to the retailers, or through the manufacturers' regularly appointed agents.

5. Each manufacturer will then be accountable for his own goods. If they get into the hands of the cutter it will be the business of the manufacturer or his agent to trace and adopt a system of tracing, so that further supply may be cut off.

6. The wholesale drug and patent medicine jobbers to be constituted agents.

7. The manufacturers thus using their efforts to this end, shall require the retailers to discontinue the sale of all goods that are intended to substitute or replace regular advertised articles.

8. If the retailers will agree to this, the manufacturers believe that they can control the sale of their goods, and that they will pass through the regular drug channels.

9. This is not intended as shutting out the wholesale trade, but if the cutting evil is to be stopped, this seems the only plan, in our judgment, that will further it.

10. This plan is submitted for the approval of the jobbing and retail trade. If adopted by them we have full confidence in its success.

11. Arbitrary agreements or arrangements of price by wholesale drug or patent medicine dealers contrary to those of manufacturers should be abandoned.

As clause 10 suggests, this plan was submitted to the Ontario Society of Retail Druggists at the annual meeting, Sept. 8th.

Clauses 2 and 7 being objectionable in their reading, the following was suggested to replace them :

2. That in all villages and towns where drug stores exist, the druggist shall be the only person through whom patent medicines shall be sold.

7. The manufacturers thus using their best efforts to this end, shall require the retailers to supply whatever article is asked for in every instance, provided the manufacturer protects the retailer so that the full advertised price may be obtained.

Clause 4 of the first plan was again recommended to the manufacturers.

FROM THE P. A. T. A. STANDPOINT.

"And should it prove the case that the retailers accept the position indicated, we trust their influence may have avail with the wholesale distributors of goods to incline them to make a sacrifice."

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"The question is not what the profits on proprietary articles should be to the jobber, but it is How to stop cutting. It is sincerely to be hoped that the wholesale trade will ultimately join in this practical proposition to relieve the retail trade."

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