

British Columbia Notes.

The new Pharmacy Bill has passed the Legislature and now awaits the signature of the Lieutenant-Governor before becoming law.

The brick building on the corner of Fort and Government streets, Victoria, part of which was occupied by Geo. Morison, druggist, has been torn down, and is being replaced by a handsome five story brick block. Mr. Morison will occupy one of the stores in the new block when it is completed.

Business during the past month has continued good and the prospects for the summer are very encouraging.

Commercial Travellers.

The Commercial Travellers' Association of Canada has succeeded in obtaining the following concession from the corporation of Victoria, B. C.: The full amount of the license tax, \$50, which is now levied on commercial travellers, will be collected as prescribed by law, but a rebate of \$10 will be allowed bona fide commercial travellers who pay said license, making the net license fee \$10. This latter amount the said corporation have collected for years past, not merely from travellers representing foreign houses or Canadian houses outside of Victoria, but from local travellers as well. The \$50 tax, until it was thus reduced to \$10 again, was also collected from local travellers. The remission is secured not only to the members of the Commercial Travellers' Association of Canada, but to all genuine travellers.

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A new idea for commercial travellers comes from far off India. A Calcutta railway official proposes to put on exhibition cars, to run over the various lines of railway, for the purpose of exhibiting samples of merchandise.

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In Japan there do not exist at present any special regulations with regard to commercial travellers. Under the existing treaties no foreigners are allowed to travel in the interior of the country for purposes of trade, and at the ports of Tokio, Yokohama, Nagasaki, Hakodate and Niigata commercial travellers are allowed, in common with all other foreign traders, to pursue their calling within the limits of the settlements existing at these places, and are not obliged to pay fees or take out licenses.

Competition.

In order to ascertain the views of chemists throughout Great Britain as to which of the remedies for outward application had the largest and greatest popularity, *The Chemist and Druggist* instituted a post-card competition, each dealer to name on a post-card the preparation which had the largest sale and was the most popular with customers, and the publisher received

635 of these cards, with the following results:—

St. Jacobs Oil	384
Elliman's Embrocation	172
Holloway's Ointment	32
Alcock's Plasters	19
Bow's Liniment	7
Pain Killer	7
Vaseline	4
Cuticura	2
Scattering	8

Total 635

To Pharmacists.

LABEL plainly every article that goes from your store. Positively refuse to sell poisons to children. Do not let your customer put a price on your goods; do that yourself. Be firm, positive and polite. Take the standard drug journals; read them, yes, study them well. Buy nothing but high grade goods, let quality be first, last and always your consideration. Examine your drugs and chemicals to see that they are what the labels call for. See there are used the best prescription vials and corks, as they are in all respects much cheaper in the end. See that a good article of plain white paper for wrapping is kept in your store. Buy your goods for cash, sell for money. Keep sober, let cards and their associates alone, and we guarantee success.—*Drugs.*

Successful Collections.

In making collections be courteous, firm and persistent. The sale of goods is a dead loss unless the pay for them is collected. Don't get angry with the debtor, as this affords him the opportunity to delay payment, which his inclination may sufficiently prompt him to do, but press the point until successful. A stylish youth once owed a merchant a small bill which he was always promising to pay, but never did. One day while conversing with several friends, the merchant approached him in a friendly way to lend him a sum, just the amount of the bill saying, "I'm so much short, and want to raise some money." The young fellow hesitated, but had not the courage to allow his friends to believe he had no money, so the change was produced. Of course he saw the point, but never asked repayment of the loan.—*Mixed Stocks.*

TRADE journals, says the *Money Maker*, are even more indispensable to the manufacturing and wholesaling interests than to the retailer, if a comparison can be made. As an advertising medium the trade journal is the "short cut" to the retailer. A thousand dollars judiciously expended in the trade journals will reach the eye of more retailers in any given line than double the amount spent in daily or weekly newspapers, or even magazines. The daily papers would reach more readers, but not more dealers in the particular line sought. Then, too, the retailer looks upon his trade journal as a sort of "directory." If he wants any special line of goods not sold by his regular wholesale house, his first recourse is to his trade journal.

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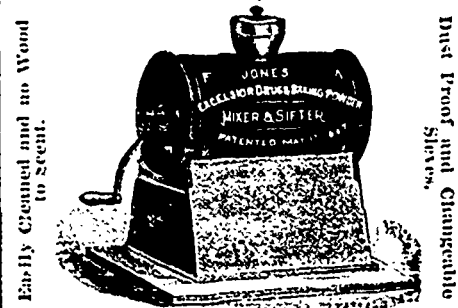
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