

CANADIAN DRUGGIST.

WM. J. DYAS, EDITOR AND PUBLISHER.

JANUARY 15th, 1891.

WITH the beginning of a new volume, it is with no small degree of pride that we call the attention of our readers to the unqualified success which has attended its publication—launched in 1889 as a 16-page paper, it has now doubled its size and bids fair in the near future to assume still greater proportions. And this is not a matter of gratification to the publisher alone, but to all the druggists of Canada who have so quickly and spontaneously come to regard it as their own mouth-piece, and as the representative journal of the profession in this country. To our brother druggists we must convey our sincere thanks for their generous reception and cordial endorsement of the CANADIAN DRUGGIST, trusting with their continued assistance to make it still more interesting and more valuable to its readers.

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As is apparent to any thinking person the advertising pages are the backbone or sustaining part of any journal, and the readiness which advertisers have displayed in securing space in our columns, indicates the fact that in it they recognize the medium for securing the trade of the druggist, and the fact that many of our advertisers, seeing its value, are largely increasing their space is a sure indication of its worth as a money-making investment for them. Amongst our advertisers will be found the leading business men in their respective lines in this country, and the advertising columns furnish a reliable guide as to where and from whom purchases may be made to advantage, as it is a well recognized fact, that the pushing, reliable, live business men who advertise to a special line of traders through their own journal, will undoubtedly secure the trade, and are those who can do it to the best advantage of the purchaser.

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THE year 1891 opens with bright prospects and still further assurances of the success of the CANADIAN DRUGGIST. Arrangements have been made for a complete summary of news of interest to the trade, to be furnished monthly from our special correspondents in the leading provinces of the Dominion, this, with the continued co-operation of our *confreres* in the drug trade, cannot fail to make it of still greater interest to our readers, and we trust that one and all may receive such a benefit from its careful perusal every month, that it may be the means together with increasing prosperity in business to bring to them, "A Happy and Prosperous New Year."

Master the whole business and the way to fortune has been mapped out.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Publications.

"How to do Business," a book of 28 chapters, devoted as its name implies, to the secret or art of doing business profitably, equitably, and with satisfaction to yourself and customers. An excellent text book of practical hints and rules for guidance in commercial life, whether to the novice or to the established man of business.—Chicago: Jefferson Jackson, Publisher

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The *American Druggist* comes to hand this month in decidedly more convenient shape than hitherto, and generally improved in appearance. We are pleased to see that the success of this valuable trade journal justifies its issue bi-weekly instead of monthly as formerly.

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The *Pharmaceutical Era* has also adopted a change of style in the substitution of 3 columns to the page instead of 2. The *Era* has now entered on its fifth volume, and is one of the leading exponents of Pharmacy in the U. S.

Montreal Notes.

The preliminary examinations for aspirants to the study of pharmacy took place on the 8th inst. There were quite a number examined, and as usual several rejected. One young lady passed successfully.

Below zero was the rule with the thermometer in Montreal during the Christmas and New Year's holidays, and it is probable that retail business was not quite so rushing as usual. However, most of the pharmacies report quite an improvement since New Year's day.

A large fire took place here a few days since on the premises of Beauchemin Valois & Co., publishers, booksellers and printers, resulting in the total destruction of the stock, fixtures, printing presses, &c. The premises are situated immediately in rear of Messrs. Evans & Sons, wholesale druggists, and Messrs. Kerry, Watson & Co.'s drug and spice mills, both of which suffered considerably from water.

The Pharmacy Students' Association hold their annual dinner at the Richelieu Hotel on the 20th inst. The menu is first-class, and on looking through the musical part of the programme I was astonished at the amount of musical talent existing amongst our young pharmacists in Montreal. It is expected that every ticket will be sold before the night of the dinner.

In the past whenever a discussion has arisen as to the pronunciation of the word "pharmaceutical" Montreal pharmacists have always been in favour of the soft c, as being more euphonistic than the harsh Greek k. The Attorney-General of England, at the instance of Sir Fitzroy Kelly, in a recent celebrated trial, decided that the proper pronunciation is with the soft

c, as though it were written pharmaceutical and not phar^maceutical.

Mr. John Lewis, the well-known pharmacist on Victoria Square, had a narrow escape from being burnt out on the night of January 12th. Several large establishments were gutted only a few doors west of him on Craig street, and at one time it was thought the Young Men's Christian Association building, in which his pharmacy is situated, would also fall a prey to the flames.

It is stated that Mr. Kenneth Campbell is about to open a first-class retail pharmacy in the new Morgan's building on St. Catherine street, immediately east of the English Cathedral. Mr. Kenneth Campbell is the senior member of the firm of Messrs. Kenneth Campbell & Co., wholesale druggists. As an expert, your correspondent begins to think that Montreal is being rapidly overstocked with drug stores. It should be borne in mind that it takes a larger number of customers to support a drug store than it does a corner grocery.

A great deal of irritation exists throughout the province at the high annual registration fee which all licentiates have to pay. Although there is little doubt but that it will be placed again at the old figure next year, nevertheless, the licentiates must bear in mind that this province does not produce the revenue that Ontario does, and consequently the Association is not in a position to enforce the law as efficiently as it is done by our neighbors. There are a great many expenses incidental to getting up a case, which, although the Association may gain it, cannot be collected from the defendant, and then as a rule the bench is exceedingly careful that the case be well established when the plaintiff happens to be a corporate body.

NEWFOUNDLAND COD LIVER OIL.—If makers of Newfoundland cod liver oil do not improve the character of their output their product will soon be driven from this market. As it is, their oil which, if properly and carefully prepared, would sell readily for medicinal purposes has recently had to be sold to the tanneries, simply because manufacturing chemists in this city would not handle it at any price owing to the carelessness with which it had been prepared for market. When Norwegian cod liver oil can be put on this market nearly water white, it is no wonder that makers of emulsions prefer it to the yellow and crude home product. Even with the difference of 25c to 35c in cost in its favor, Newfoundland oil is difficult of sale, and unless the shippers employ more care in its preparation it will soon be unsaleable save for tanning purposes. — *Can. Jour. of Commerce.*

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.