

convenience as they put that first, their confidence you will get if you deserve it. Study the kind of trade you can most readily obtain, and capture it if possible.

Train your clerks to be prompt in attendance upon customers, to be civil and obliging at all times, and to act for you as thoughtfully as they would were the business their own.

Be a worker yourself. Example is better than precept, and as success without effort falls to the lot of but few, we would advise the exercise of that active energy which always commands a reasonable reward. Avoid the methods of the men who buy anyhow, who sell anyhow, who collect anyhow, who pay anyhow, and who meet an ultimate settlement by a compromise anyhow.

Medical Supply Houses.

If we were asked as to which kind of business injured druggists most—departmental stores or medical supply houses—we would be at a loss to answer. The first robs him of trade, but the second deprives him of the essence of his business—dispensing. The departmental store may use the druggists' goods as a bait to draw other trade, but the medical supply man is in business for what it is worth, pure and simple.

We cannot but feel that the rapid increase of such houses in Canada bodes ill for the future of true pharmacy, and that their prosperity indicates more than their merit.

Medicine and pharmacy should go hand in hand, and they doubtless would do so but for reasons which the drug trade has not yet seen fit to take special pains to learn.

The medical man, who has the ability to cultivate a paying practice, doesn't want, and really hasn't time, to usurp the rights of the pharmacist; and the pharmacist, who has the ability to cultivate a paying disposing business, shouldn't want to get in such a way as to alienate the professional sympathy and relationship which should exist between him and the physician. There is no doubt that faults exist on both sides and that, in addition, the overcrowded condition of both professions is largely responsible for the makeshift efforts to better their financial positions; but this feature of the case is not likely to better itself for some time to come, and meanwhile the two are drifting so far apart that the physician

will soon be a prescriber and compounder of other people's formulas, and the pharmacist a vendor of his own.

A reference to the prescription files of any druggist will reveal a prescribing system with which the pharmacopœia has but a trifling relationship, and the skill of the compounding pharmacist less.

The druggist has placidly permitted unqualified men to come in and deprive him of both his trade and his reputation. He may feel too independent to solicit the doctor's patronage yet stands aside for less capable men.

These conditions do not promote the welfare of the physician's patient. We do not believe they benefit the physician; but, we are convinced, they put money in the pocket of the supply doctor and injure the fame and prosperity of the pharmacist.

Train Your Clerks.

There are few things that will be of greater value to the druggist than the careful training of his clerks. They may come to you well educated, and their intelligence and aptitude may be of a high order, but these alone will not secure for either you or themselves the best results which can be attained. Everything you know about your business which proves of value to you in the conduct of it will prove of value to them and to you if imparted to them by you.

A young man's manners may make his fortune, but his knowledge and use of it will be needed to make yours. One hour spent in imparting your ideas of business methods will give him a share of what you may have acquired by years of experience and reflection. The simple fact that you take personal pains to instruct him will inspire in him an interest in your business which could not be secured as well in any other way.

During your absence your clerks must represent you, and the more they know of your methods and plans the better they will do it. Show them how you want work done, then show them that you have confidence in their ability to do it, and they will soon merit the confidence you place in them.

The young man who fails to reciprocate the interest you take in him is certain to be a failure in your business, and the sooner you advise him to seek another avocation in which he can take an interest the better for both. In the training of those who are intelligent enough

to aspire to a professional position, bear always in mind that the exercise of reason rather than that of command will produce the best results. Strive always by encouragement to bring out the best that is in them and to so train them that the faculties, energies and abilities they possess may be used to your advantage and to the future prosperity of the possessor.

The Camphor Monopoly.

As stated in our last issue, Messrs. Samuel & Co., an English firm, have secured the Formosa Camphor Monopoly for the next ten years, the only other competitors being narrowed down to Mitsui Bussan Kaisha, and Mr. Yokoyama, the latter representing a syndicate of French and Japanese capitalists.

The agreement under which the monopoly was given stipulates that Messrs. Samuel & Co. shall pay to the Formosa Government 95 yen (1 yen about 45 cts.) per picul for first class, and 85 yen for second class camphor, the government buying it in the first place at 35 yen per picul. The contract also provides that the company must place it upon the Hong Kong and London markets at certain stipulated prices, and must also furnish security to the amount of nearly 2,000,000 yen. As the production of camphor throughout the world amounts to about 6,000,000 cattiees, of which Formosa produces 5,000,000, it will be seen that both the government and the firm securing the monopoly are in a fair way to secure large profits.

The camphor exports at Japan in 1899 amounted to about 1,650 tons, valued at about \$870,000 in round numbers. There is now in the possession of the Formosa Government nearly 1,500,000 cattiees of camphor, and one of the stipulations of the contract is that the firm must take this amount first out of their hands.

It is stated that in Java, Sumatra, Borneo and Japan the supply of camphor will soon be exhausted, but in Formosa there is an ample supply for at least 80 years, and as 50 years suffices to bring a camphor tree to maturity this may be looked upon as a sort of perennial mine, provided the planting is done judiciously. All shipments of camphor will hereafter be made from the ports of Kelung and Tamsui, in the prefecture of Taihoku.

The *Ceylon Observer*, in a recent article, advocates that more attention be given to the cultivation of the camphor tree in India, and states that in the Hokgela