

ing in the west for some weeks in the interests of the company, went east last week. He reports good business done, and is specially pleased with the prospects for the sale of the products of his company in the west.

Dr. R. F. Greer, formerly in the drug business at Morden, Man., has just returned from the east, where he completed his course in Medicine. He intends opening up in Manitoba.

Messrs. Dixon & Kelly, retail druggists, Main street, Winnipeg, have dissolved partnership. Mr. Rowton Dixon continues.

Mr. D. W. Bole, of the Martin, Bole & Wynne Company, Winnipeg, left last week for an extended tour in the Kootenay country.

Dr. J. W. Cartwell, of Glenboro, was in Winnipeg last week, enjoying a well-earned holiday.

Changes in the Lyman Bros. Co.'s Drug House.

Some very important changes were made in the management of the Lyman Brothers Co., Limited, of Toronto, at the annual meeting held April 15th. Mr. John Henderson, who has so ably filled the position of managing director for nearly twenty years, has retired from the company, as has also Mr. G. W. Lillie, secretary-treasurer. The faces of these two men, so familiar to the drug trade of this province, will be greatly missed. They have both been long and intimately connected with the firm with which they have now severed their connection, and Mr. Henderson more particularly from the prominent position held by him was an especial favorite amongst the trade. Mr. C. McD. Hay, who has been appointed managing director, is a worthy successor to the recent manager. His large and varied experience, first in the retail trade—having learned the business with C. S. Mason & Co., of Brantford, commencing with them in 1872, and since that time as travelling representative for the old firm of Lyman Bros. & Co., until the formation of the joint stock company, when he was made one of the directors and appointed assistant manager, fits him peculiarly for the position which he is now called upon to fill.

Mr. James Watt, who has been placed in the position of secretary-treasurer in succession to Mr. Lillie, is an old employee of the company, having begun with them when only 16 years of age.

By patient perseverance and close attention he has won his way, and is now considered one of the best financial managers in Toronto, and from his intimate association with the firm during a number of years, is particularly well adapted for his present position. We congratulate both these gentlemen on their appointments and the company in its selection of officers.

Optical Class in Winnipeg.

Mr. J. S. Leo, principal of the Optical Institute of Canada, is making arrangements to hold an optical class in Winnipeg, at an early date, under the instruction of Dr. W. E. Hamill. This will be a boon to the western trade who desire to secure a knowledge of optics at a minimum of expense and time, and parties interested should lose no time in communicating with Mr. Leo for date and fuller information.

Montreal College of Pharmacy.

ANNUAL MEETING.

The twenty-ninth annual meeting of the Montreal College of Pharmacy was held in the College Building, 595 Palace Street, Thursday evening, May 6th, Mr. W. H. Chapman, president, in the chair. The attendance was fair. From the council's report it was learned that the year's work had been most successful. Ninety students, including one woman, had been in attendance. The financial statement showed a surplus of \$800, notwithstanding several large items of extraordinary expenditure. Total receipts, \$3,105.20. The election of officers resulted as follows: President, W. H. Chapman, re-elected; vice president, A. J. Laurence, re-elected; council, C. J. Covernton, J. E. Tremble, C. E. Scarff, H. W. Reynolds, H. R. Lanctot, R. W. Williams, T. E. Barbeau, A. M. McMillan, J. R. Parkin. During the evening the Dean, Dr. T. D. Reed, gave a short lecture on "Acetylene and its Applications in Lantern Projection."

A very good disc was obtained by means of a specially prepared apparatus. A number of fine illustrations, photographic and art, were thrown on the screen, concluding with some amusing local hits. A vote of thanks was cordially passed to the doctor for his entertaining discourse. The meeting then adjourned to the chemistry classroom, where light refreshments were served, and an informal conference was held on matters pertaining to pharmacy. It is in contemplation to have a re-union of the pharmacists of the province, at a banquet at the Windsor, some time in June.

The prizes obtained at the recent examinations were presented to the successful students.

The Pharmaceutical Association Wins.

In the Court of Sessions at Montreal, May 14th, Judge Dugas rendered judgment in the cases recently instituted by the Pharmaceutical Association of Quebec against the departmental stores selling patent medicines. The S. Carsley Company, H. & N. E. Hamilton, and Boisvert Freres, were each condemned to pay a fine of twenty-five dollars. The three cases were all tried at once, the complaint being laid under section 4,035 of the

Pharmaceutical Act of Canada, which virtually charged the defendants with conducting a drug business without a license, and thereby endangering the public. The defence maintained that whereas the only drugs handled in their stores were patent medicines, which were received wrapped up, there was no more danger of a person being poisoned by buying it in their establishments than there was in a drug store. In both cases the clerk would simply take the bottle or package from a shelf and hand it over. They did not fill prescriptions, and therefore did not see the necessity of passing an examination. Judge Dugas, in rendering judgment, said the French version of the Act was not very clear, but under the English law it was quite apparent there was an offence, and he rendered judgment accordingly.

Cash or Credit.

The present thorough discussion of the methods which have made the department stores successful has served to emphasize the importance of merchants placing their trade upon a cash basis, or at least to refuse credit within the narrowest limits. The *Maritime Merchant* reports a Halifax dry goods trader as having stated that there was no difficulty in adopting cash methods, provided the merchant "had backbone enough to carry out the proposition in its entirety. On the assumption that thirty days is equivalent to cash, or is a means towards attaining such a desirable basis, firmness and promptness in sending out and collecting the bills would seem to be one of the strongest levers that can be used to gain the desired end. The great evil of a large portion of the retail dry goods trade in Halifax is caused by the six months credit system which has been so prominent a feature of the business in the past. If merchants who are tied down by the existence of such a custom would but make an effort, steady and persistent, in reducing this long term, it would not take a great while to educate the customers that the short time or spot cash method was the most satisfactory in the long run. As it is at present, when the long-term system is in vogue, a customer looks upon the receipt of a bill in the light of an impertinence, and if the amount is at all large the dealer stands a chance of offending a person who owes him, and everyone knows that it is very much easier to offend a customer who is largely indebted to you than a cash buyer."

The genial young man slapped the merchant on the back and exclaimed:

"How's business?"

"How's business?" the merchant repeated thoughtfully. Then he took a bundle of notes at anything from thirty days to six months from his pocket and, with an effort at cheer, exclaimed:

"My boy, I never saw a time when business was more promising."