

CANADIAN DRUGGIST.

DEVOTED TO THE INTERESTS OF THE GENERAL DRUG TRADE AND TO THE ADVANCEMENT OF PHARMACY.

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Society Discounts.

The prevalence of the custom of giving discounts to societies is now so general that it is difficult to know where and how to attack the habit without treading on the corns of some of our friends.

A consideration of the subject from any aspect which might be presented in its defence is sure to give unsatisfactory results. The practice is certain to engender bad feeling between competitors in trade because it is a catch bid for support that is manifestly unfair to a more scrupulous rival. It cannot be kept strictly private, and is thus sure to cause a general belief that the tradesman who practices it has two prices, and thereby to induce a demand from those not favored to be taken within the inner circle. In small towns, where the practice more generally prevails, it severs any degree of mutual confidence which may have existed between rivals as to maintenance of prices, and thus brings about a general condition of trade in all lines which is neither satisfactory nor profitable. Applying this custom to the business of the druggist whose reputation is largely his stock in trade, we fear that should this be blasted by the suspicious impression that when he favors one customer he makes another pay for it, his future prospects are not likely to be bright. Such a departure from sound business and ethical principles can find no excuse, at least from those who are supposed to have higher aims than to take undue advantage of their fellow-tradesmen.

Judging the whole matter as generously and as fairly as we may, we can only come to this conclusion, that the practice is improper, unjust and subversive of the lofty aims which should dominate worthy societies and actuate conscientious business men in the conduction of their trade with the general public.

The P. P. A. of the Drug Trade.

The Provincial Pharmaceutical Association meeting is again approaching, and we hope the druggists of this Province are taking an interest in the matter. Past experience in this respect doesn't warrant great expectations, but we cannot help still entertaining the feeling that our fellow-druggists are sufficiently emulous of other and neighboring countries to strive with them in raising the standing and

associate position of pharmacists on this continent.

Were we to say that the past history of pharmacy in Canada could be written in the single word, 'self,' we fear that the history would be as complete, as concise.

Such a lethargic condition is unworthy of us. We know that in our ranks we have many men of talent, and if but a tithe of these would but arouse themselves to a knowledge of how they could effectively expend a portion of their abilities for the good of the pursuit they are engaged in, and actively expend them for a short period each year, we would have no cause for complaint.

We believe that the few who have labored willingly in the past have had but little encouragement to continue their efforts, and that although still willing they want and must have support.

We would like every druggist to answer to himself the following questions:

Is the success of the Provincial Association desirable?

Would its success be likely to be, immediately or in the future, beneficial to the drug trade and to me as a member of it?

Would I be likely to promote its prosperity by my presence, speech or influence?

Have I done my duty towards it in the past, and if not, can I afford to do so now?

If these questions can be answered by every druggist in the Province so that he need not attend such a gathering, then the sooner that the drug trade of the Province can assign any rights they possess to a professional or a semi-professional position, the better.

There is little use in attempting to crow from the housetop, if we are in reality behind the barn. WAKE UP!

United Action.

The druggists of Toronto came to the conclusion that if it paid proprietors of patent medicines, who had no special sympathetic connection with the drug trade to advertise generally over the whole Province, it would pay them to advertise specifically in Toronto such remedies as they were most likely to have a reasonable and natural demand for.

They held a meeting, decided to place advertising contracts with the local papers and established a monthly subscription fund. The amount raised in this way