

The Problem of Business.

The real difficulty which confronts many Canadian druggists at the present time, particularly those in Ontario, is, how to conduct business profitably under a non protected system, which has already evolved a condition of diminished sales, and lessened profits, and which threatens to become worse. It is just possible that the law which impels qualifications may be so amended that it will in some more substantial manner protect its offspring, but the early accomplishment of such a hope is not entertained, by even the most sanguine of our *confrères*. In the meantime the matter rests entirely with druggists themselves, and it has been our hope that, acting in unison, the community of interest might build up a wall of offence and defence which would mitigate some of the present evils. In the United States and Canada efforts have been loyally and splendidly put forth to down the cutting system and to re-establish fair and honorable business conduct, but, as we must admit, without much real success. The druggist, like the artisan, went on strike, but, as too frequently in the case of the artisan, the scab downed him, and the manufacturer of cut-rate goods, like the employer of labor, remained on top to reap all the benefits.

Unlike the artisan, however, the druggist has been able in a measure to get back at his non-defending employer by manufacturing, on his own account, goods which, he hopes, will in time restore him old-time profits and an independent business. So much the druggist is accomplishing in his own behalf, and we would be glad indeed if a suggestion from us would enable him to extend his effort. It has occurred to us that many of the druggists who have made a success of handling some of the following lines might be willing to recount their experience for the benefit of the trade at large. In this way data would be intelligently and interestingly furnished which would enable others to decide what they might profitably add to their present trade.

The lines to which we refer and which are somewhat outside of the pale of pharmacy proper are: Optical goods, amateur photographic supplies, books and stationery, fancy goods, wall paper, insurance, telephone and telegraphing agencies, cigars and tobaccos, fountain drinks, mineral waters, teas, spices and grocers' specialties, seeds, gluten flour and

special dietetic articles. These or any others which may have been successfully handled, we will be pleased to publish letters about, if our drug friends will be kind and generous enough to write them. If such a favor was for ourselves we wouldn't ask it, but, as it for the good of those with whom we have been so long connected in co-operative work, we earnestly hope that our request will be granted and that in this way ultimate and material benefit may be furnished to the entire drug trade.

What Do You Say?

As will be seen in our correspondence columns, Messrs. Evans & Sons, wholesale druggists, have notified all proprietary medicine manufacturers that in future no purchases will be made by them on the "rebate plan."

This, of course, means the throwing down the gauntlet and saying to the other wholesale houses: "We will do business according to our own ideas, and unfettered by any agreements."

This action has been finally brought about through the decision of Evans & Sons to supply certain druggists in Toronto (named in the correspondence) with Abbey's Effervescent Salt, although notified by the latter that if they supplied this firm they (the Abbey Co.) would refuse to sell them any longer.

The most peculiar feature of the case is that all three parties, viz., Evans & Sons, The Abbey Effervescent Salt Co., and The Powell & Burgess Co., claim that what they are doing is "in the interests of the retail trade."

Evans & Sons say that the retail druggist should be able to procure supplies where he pleases at the best figures, and to meet the "cut rate" prices charged by the departmental stores. The Abbey Co. say they want to keep the prices of their goods at the advertised figure, and have endeavored, and will still do so, to prevent any one getting their goods who sells at less than regular prices.

The Powell & Burgess Co. claim that the only way to divert the trade from the departmental stores is to sell at the same prices as they are selling.

Now, what does the retail trade say? Which line of action commends itself, and how do our readers view the policies laid down?

In the end it is the retail druggist who holds the key to the situation, and it rests with him to say what

is the real benefit to be derived, and from whom he is to receive it. We open our columns to any correspondence in this matter, and ask for the opinion of the trade generally.

A Matter of Supreme Importance.

We can give our readers a "pointer" which should not be lost sight of, especially in days of keen competition.

The advertisers in this journal are live business men; men who are willing and able to cater to the wants of the retailer, and to keep his patronage.

Have you noticed that the majority of the advertisements in THE CANADIAN DRUGGIST are changed every issue? that there is always a freshness about the wording, and attractiveness about the style, of the advertisements that speak for themselves in drawing the attention of the reader?

Now, our columns are full of good live editorials, selected, drug news, items and a general summary of important matters in the chemical and pharmaceutical world. These are all matters which should, and we believe do, receive a careful reading by our subscribers everywhere, but there is another very important position that should not be lost sight of.

A careful and deliberate study of all the advertisements every issue will put money in your pocket.

You will always find the latest goods and the best values and most desirable lines placed before you, and by the leading dealers and manufacturers of this and other countries.

Read them carefully this issue.

It will pay.

Pharmaceutical Association of the Province of Quebec.

NOTICE TO STUDENTS.

The Semi-Annual Examination for Major and Minor Candidates will commence on Tuesday, October 18th, 1898, at 9.00 a.m., and will be held in Laval University, Quebec. Candidates must file their applications, duly certified, with the registrar, on or before the 8th of October. Printed regulations and forms of application must be obtained from the registrar, and be duly signed by the applicant.

Candidates who have failed more than once in their examinations will be required to pay the full Examination Fee.

No applications for these examinations