

Canadian Druggist

Devoted to the interests of the General Drug Trade and to the Advancement of Pharmacy.

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A Time for Action.

The general outbreak of a crusade of "cut prices" has awakened the drug trade throughout this province to a sense of the danger which threatens them, and the consequent demoralization of business. Not only in the large centres, but in a number of smaller towns, the selling of proprietary remedies at reduced rates has begun, and is being extensively advertised, not only through the press, but also by circulars and dodgers, giving as much publicity as possible to the fact, and rendering it almost impossible to get regular prices, not only in these lines, but also in others which are handled by druggists. Many reasons are assigned for this evil, the "department" store is charged with its inception, the increasing number of patent medicines, and the overcrowding of the drug business, are all assumed factors in this movement; but no matter what the cause may be, the evil is with us, and it remains to be seen what course should be adopted for its suppression. There are the few, we doubt not, who, for their own interests alone, are willing that this state of affairs should exist; but the drug trade as a whole, outside of these few, are opposed to any such business methods, and are anxious that something should be done, and that at once, to stem the tide of demoralization, and to bring matters into shape again. Various plans have been suggested, and many of them tried in the United States, to combat the evil, but it still prevails, and nothing but united action on the part of manufacturers and retailers can in any way retard the movement and leave the "cutter" in the lurch. Every one who is in any way connected with the drug trade is or should be interested in any movement towards a remedy of the evil, as, if allowed to go on, it will extend its ramifications beyond the mere patent medicine trade and will invade all lines kept by druggists, and must necessarily result disastrously to the wholesale as well as to the retail trade.

An endeavor is, we understand, being made to form an association, to be composed of the wholesale druggists, patent medicine proprietors and jobbers, and representative retail dealers, whose duty it will be to discuss this question in all its bearings, and, if possible, devise some measures which will prevent the further spread of the disturbing element. In the meantime, we advise all druggists to resist any encroachments of this kind, and to further, by every means in their power, any feasible plan which may be put forward looking to a speedy settlement of the question.

To Correct Abuses.

The following resolutions, as passed at the Denver meeting of the American Pharmaceutical Association, should commend themselves to all thinking pharmacists, and organizations for the purposes mentioned should be looked after. As we have mentioned in another place, delay means danger, and perhaps, ultimately, defeat, and any action to be taken should be commenced at once:

Whereas the American Pharmaceutical Association has the best interests of the retail pharmacist at heart; and whereas it is self-evident that thorough organization will elevate the condition of pharmacy as a profession; and

Whereas the American Pharmaceutical Association pledges its support to any well-directed efforts made by such organizations for the accomplishment of the desired results;

Be it resolved, That we urge it as of vital importance that permanent local associations should at once be effected everywhere to correct such abuses as exist.

Resolved, That such local organizations should at once give their attention to the correction of the following abuses:

- (1) Department store drug traffic.
- (2) Indirect and irregular business transacted by the jobbing trade.
- (3) Influencing the medical profession to return to their first allegiance.
- (4) Turning the traffic of manufacturing pharmacists to its legitimate chan-