

TRADE NOTES.

T. B. Barker & Sons, St. John, N.B., have sold their retail store.

N. Garvin, Acton, Ont., is reported to have failed with \$4,000 liabilities.

A. C. Freeborn, druggist, of Pirden, Manitoba, has assigned.

President Clark has taken a trip out west to look after his interests in his large milling investments.

John Japson has purchased the branch drug store on Wellington street, London, Ont., from W. S. Barkwell.

T. G. Ryley has sold his drug business at St. Marys, Ont., to C. Sneath, of Penetanguishene.

Dr. Mackid, of Seaforth, has purchased the stock of the late J. M. Mackid, of Brantford, Ont., and is moving it to Seaforth, where he intends opening a drug business.

Mr. Jas. W. Wynne, for thirty-three years with Lyman, Sons & Co., severed his connection with that house the end of 1889, and is now on the road for Lyman, Knox & Co.

A. A. Campbell has sold out his Warton drug store to R. M. Fisher. We have not heard yet of Mr. Campbell's next field of action.

Wilfred Reeves, who has for years run two fancy goods stores—one in Montreal and the other in Kingston—has sold out the latter store, and intends in future to confine his attention to his Montreal business.

W. Stanley, the Quebec stationer, evidently profitted but little by the experience of his compromise a year ago, for, launching far beyond his depth, he has been compelled to assign, and has this time had his stock taken away from him and sold by auction.

A number of changes have taken place "on the road" since the beginning of the year, amongst which are: J. W. Higginbotham, formerly in business in Oshawa, now travelling for Evans & Sons, Montreal, taking the territory formerly covered for that firm by T. Gibbard, who is now with Lyman, Sons & Co.; J. P. Shaw, of Evans & Sons, now with Hemming Bros. Co., Toronto.; Mark Lester, from Hickson, Duncan & Co., now with Gowans, Kent & Co., of this city, and J. P. Wynne, of Lyman, Sons & Co., Montreal, now with Lyman, Knox & Co.

Newspaper advertising may be compared to a vigilant and watchful salesman, who goes after business early and late, who accosts the lawyer in his office, the student in his study, the retired man of wealth at the family fireside, who can be in a thousand places at once and address a million people each day, saying only the right thing in the right place and at the right time.

"Dead Stock."

Most of us find that no matter how careful we are in making purchases of new remedies, proprietary medicines, etc., a certain quantity will be left on hand, and are to a certain extent what may be termed "dead stock."

Physicians are very apt to order something, which is being extensively advertised by manufacturers of specialties, and in many cases they prescribe them once, or it may be twice, and the balance, the druggist may dispose of as he can, or, a demand may be created for some "patent", a stock is ordered and before we are aware the demand ceases and a stock is left on the shelves, and so through the numerous articles usually kept in a drug store. As it frequently happens that an article having a steady sale in one locality, may have ceased to sell in another, it would be a decided benefit to the retailer to be able to exchange some goods, which, although he may not be able to sell, might, without any pushing be sold, say in some other province. Having this in view, we have decided to open in this journal an "Exchange Column", for which we will charge at the rate of one cent per word for each insertion, for the exchange between druggists' of any article they may find themselves overstocked with or unsaleable, believing that it will prove a great benefit to numbers of our readers as well as a source of profit in disposing of unsaleable for saleable goods. If any of our readers have any suggestions to make in regard to this "Exchange", our columns will be placed at their disposal.

The Toronto Druggist "At Home."

At no time in the history of Toronto drug affairs has there been taken such an interest in any event as in the recent "At Home" in the college building on Friday evening, the 7th inst.

About three weeks ago the Druggists' Association, ably supported by active members representing the sessional class in the college, went to work in a whole hearted manner with a will and determination to make the first "At Home" an event which would not only be thoroughly appreciated by the participants for that evening, but would be the means of fostering good fellowship between the druggists, the students and their friends, and encouraging the continuance of such affairs.

That they succeeded so well reflects deserved credit upon the various committees having charge of the preparations and carrying out of the entertainment.

Though hurriedly gotten up, no pains were spared to secure the best of everything. The concert talent, consisting of Mrs. Luther, New York; Mr. Stevens, Detroit; Miss Agnes Law, Mr. and Mrs. Blight, and Mr. Mills, Toronto, furnished an entertainment

for an hour and a half that need not be excelled.

Mr. Harry Webb's usual tasty and palatable lunch was dispensed throughout the evening, whilst Corlett's band served to stimulate the graceful motions of the merry dancers.

The concert charmed the brain, the catering feasted the body, and the music as if by magic lifted the feet gracefully.

That druggists as a class participate in but few social events is well known, and is the greater reason why they should bestir themselves for a holiday of this kind of their own making.

That such events are, can be, and will be productive of social good, no reasonable druggist will deny. It is not necessary to degenerate into a fossil in order to cater to the wants of the sick and suffering, though such a tendency is a marked feature of a life made up of struggles against the imposition of a public who seem to look upon the drug vendor as a creature designed for general unlimited use and abuse.

It may be that this is partly the reason why the druggist is not more socially inclined. Be this as it may, the fact that the younger element in the profession determine to have an annual social time amongst themselves, should stimulate the older ones to leave their hermit haunts and enjoy the pleasures of life for so limited a season.

COR.

Antipyrine.

It is but a few years since Antipyrine has come into use, and, while it has all along yielded a good return to its discoverer, Dr. Knorr, of Germany, it has this winter proved to be a veritable bonanza. The doctor receives sixty cents per ounce of royalty on the famous drug, and its serviceability and demand in la grippe have been such that he has netted about a million dollars from it since the outbreak of the epidemic. Five dollars per ounce was paid at one time in the height of the epidemic. On this continent the demand appears to have been equally great. A New York druggist who had 500 ounces on hand at Christmas had not a grain left three days later. And the agent in the United States was at New Year's oversold to the extent of 35,000 ounces. The acquaintance people have made with the new sedative through the recent epidemic is likely to result in a demand for years to come very much increased over what existed before the Christmas holidays.

Unlike daily papers and general periodicals, this paper places advertisements before the eyes of just that portion of the industries most calculated to avail themselves of the announcements therein, and, therefore is of more value to the Trade than any paper published in this or other worlds. Manufacturers and wholesalers please take note of this, and then act accordingly. It is the only paper in Canada that reaches this trade direct.