

## CORRESPONDENCE.

Editor of CANADIAN DRUGGIST:

SIR, Am glad my short note re cost of doing business has brought out a letter from "Chemist," Hamilton, and am only sorry that more have not taken the matter up and given their opinions in your live paper. In going over costs again, I am sure that "Chemist" comes nearer the mark with 33½ per cent. on cost of goods than I did at 20 per cent., but this is a question that every man in business should be able to say something about. Come on, fellow druggists, and say how much less you can run a store than

DRUGGIST.

Editor of CANADIAN DRUGGIST:

DEAR SIR,—Would you, for the benefit of the College, state the standing of the Professors at present teaching in the College of Pharmacy of Toronto, the Degrees they have taken, and the various schools they have attended, and much oblige,

Yours very truly,

CANADIAN DRUGGIST.

[Prof. E. B. Shuttleworth, Principal of the College and Lecturer in Pharmacy, studied, we believe, in England, and is a practical chemist. Not aware that he holds any degree.

Prof. O. R. Avison, M.D., lecturer in Materia Medica, Botany, etc., is a graduate and prizeman of the O. C. P., and took his medical degree at Toronto School of Medicine.

Prof. F. Harrison, Lecturer in Prescriptions and Practical Dispensing, is also a graduate and prizeman of the O. C. P., and took the degree of Doctor of Pharmacy at Chicago.—ED.]

Editor of CANADIAN DRUGGIST.

DEAR SIR,—Would a Canadian Dispensatory or Pharmacopœid be practicable?

It has often occurred to me, as it possibly may have done to many others in the Drug Business in "this Canada of ours," that we should have a Pharmacopœia or standard work of a similar nature of our own.

There are various reasons why such should be the case, and I would be pleased to see the question discussed through the columns of your Journal.

We are peculiarly situated in this country regarding this point. Many of our medical men have received their training in the colleges of Great Britain, while many more have gained their knowledge in the colleges and hospitals of the United States. This leads to a certain amount of confusion, for while the physicians graduated from a British Institution may follow the B.Ph. religiously. The American graduate takes the U.S.P., as his standard, and prescribes accordingly.

This can only be obviated by a standard of our own, and I know that there are many

in the Drug business as well as among the Medical fraternity who would lend their time and talent to the accomplishment of such a work.

Our Medical Colleges at Montreal, Toronto, Halifax, and elsewhere have taken high rank within the past few years. These colleges would adopt such a work as their text book Physicians would soon learn its benefits, and the Druggists throughout the country would look upon it as a blessing.

As this would be a matter for the Government to deal with, would it not be well to bring it to their notice at the next meeting of Parliament, and if possible have a sum of money voted to pay the expense of such work, and the appointment, of say, two suitable persons from each of the Provinces to form a council for compiling the "Canadian Pharmacopœia 1890."

Yours, truly,

FRITICUM PEPENS.

Halifax, N.S., Dec. 1st, 1889.

### CASH SYSTEM.

Editor of CANADIAN DRUGGIST

SIR,—The evils of the credit system during a period of twenty years has led me to adopt the cash system on and after January 1st, 1890.

The losses made during the above term range from 10 to 20 per cent. per annum, and adding cost of collection, postage, etc., it will nearly reach 25 per cent. on my year's business.

Owing to the above being my experience I have come to the conclusion to adopt the strictly cash system.

Have carefully thought the matter over and came to the above conclusion, with this idea; if doing 25 per cent less business I would still be in as good a position to pay my indebtedness as now, without the inconvenience of collecting my accounts, and in a number of cases getting the ill will of the people who I in my good nature trusted with my goods.

There is another great drawback to the credit system of people getting a small amount charged, and afterwards dealing elsewhere until they are made pay up. If all is well will give you my experience of the cash system next year.

DRUGGIST

### MYSTERY IN PHARMACY.

To the uninitiated there is a certain sense of mystery surrounding the avocation of the apothecary; indeed, it may be said that to the apothecary himself there is a mystery. How often is it that the apothecary delivers to the patron preparations concerning which he is as ignorant as the buyer?

A pharmacist, as we understand it, is one skilled in the art of "preparing, preserving and compounding substances for the purposes of medicine, whether vegetable, min-

eral or animal." Consequently, to be a true pharmacist one should certainly have some idea of the composition and effect of the articles he handles. Yet how often it is the case that he is ignorant of both.

Certainly the mere dispensing of patent or prepared pills and ready made preparations would not constitute a pharmacist. This, of course, is indisputable. In this, however, the age of such preparations, the tendency is more and more to level the pharmacist from the professional man to the business man. The nostrum-maker, who merely knows enough to compound his nostrums, the speculator in drugs, etc., none of these are pharmacists.

Every true pharmacist should be proud of his calling, and should do everything in his power to render it a learned profession. He should also know something about the drug he dispenses, for if it prove mischievous in its effect he cannot protect himself by pleading ignorance. The public and the law expect him to know. Many druggists, although able to compound them, purchase all, or nearly all their preparations. Here the druggist stands in his own light. If he would only take time to consider and calculate the difference in preparations made and preparations bought ready-made as to cost, he would find it greatly to his profit to prepare himself, as far as he is able, his own preparations. They would certainly prove more satisfactory to himself, and it seems to us, to the physician and public also. The drug carefully packed and percolated by himself he knows to be of a certain strength. In factories, however, where large quantities are handled at once, there cannot be the same certainty. For instance, if a large quantity be packed at once and be less tightly packed on one side than on the other, the menstrum will naturally seek the weakest point, and the result will be lack of strength. The fact that it requires time, a little labor and apparatus influences too many druggists to buy. It is so much easier to order than to manufacture. The apparatus required for the work costs but a mere bagatelle compared with resulting benefit—and the leisure time occupied about the store, generally in reading or gossiping, could, be no better employed.

If the druggist follows this course the mystery of pharmacy will soon be no longer mysteries to him. In fact, if he will only take up the required amount of energy and make a start, he will soon find himself keenly interested in his work, and his hours of former idleness will become hours of pleasure as he reads and compares formulas, chemical actions, etc., or addresses himself to the preparation of something hitherto untried. It will soon become a labor of love, and at the same time it will become a labor of profit and largely increased percentage on receipts.

This advice applies especially to those just starting in business, for if they prepare their own galenicals, etc., they can see at a glance how large a saving they make by the operation, and habus and information thus acquired at the beginning will prove beneficial throughout their business careers. It only requires some inexpensive apparatus and the needed amount of energy, and the thing is done, and the druggist will have taken a great stride in the path of progress.—The Druggist.