

Canadian Druggist

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

VOL. VIII.

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No. 11

"APENTA" THE BEST NATURAL APERIENT WATER.

Bottled at the **UJ HUNYADI**
SPRINGS, Buda Pest, Hungary.

*Under the absolute control of the Royal
Hungarian Chemical Institute (Ministry of
Agriculture), Buda Pest.*

"APENTA" THE BEST NATURAL APERIENT WATER.

"We know of no stronger or more
favourably-constituted Natural Aperient
Water than that yielded by the Uj Hunyadi
Springs."

L. Lieberman

*Royal Councillor, M.D., Professor of Chemistry,
and Director of the Royal Hungarian State
Chemical Institute (Ministry of Agriculture),
Buda Pest.*

"APENTA" THE BEST NATURAL APERIENT WATER.

By instructions from the Apollinaris Company,
Limited, now offered to the Trade at

\$5.50 per case of 25 large glass bottles.
\$8.00 " 50 small " "
\$8.00 " 100 glass quarter "

SHOULD THE PRICE OF

"APENTA"

be reduced, we guarantee to allow such reduction
to our Buyers on their unsold stock, and as as
possible, to secure a corresponding reduction to
Retailers upon their unsold stock.

SOLE EXPORTERS:

THE APOLLINARIS COMPANY, Ltd.,
LONDON.

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A Questionable Policy.

Only a short time ago, a city druggist,
in the course of conversation, said: "The
physicians do not treat us fairly; we keep
everything they want, we are always here
to wait on them, and they know our capa-
bility for dispensing, but they do not send
us the prescriptions that they should."

This is the complaint of a large num-
ber of retail druggists, and there is a good
deal of foundation for it. However, there
is generally some reason attributed for the
want of harmony or business relationship
which exists between the doctor and drug-
gist, and we think the blame can justly,
in many cases at least, be placed on the
druggist.

It must be acknowledged that it is to
the interest of the retail druggist that he
should secure the good will at least, if
he cannot always the patronage, of as
many physicians as possible who could in
any way influence business on his be-
half; yet how frequently do we see the
druggist acting directly in opposition
to the interest of the physician.

A case in point might be men-
tioned. Munyon's Homœopathic Reme-
dies have been introduced into Canada
with a conspicuous display of advertising
in the daily press, and agencies have been
opened in Toronto and Montreal where
the "Doctor" prescribes these remedies for
individual patients. Having created a
demand for these goods, they proceeded
to stock up the retail drug trade with
them, and, not content with selling them
an assortment, they ask them to display
a large sign over their door or windows
proclaiming to the public that they are
agents for Munyon's Homœopathic Re-
medies. Has the druggist reflected that,
by allowing his store to be made conspi-
cuous as a depot for these goods, he is
antagonizing a class who are worth more
to him than any patent medicine dealer,
who may be here to-day and away to-
morrow? Does it occur to him that he
is allowing himself to be made a "sand-