

## Business Tips.

"Ocular demonstration," that sounds well and it is the pith of Archdale Wilson & Co's. advt. in this issue. Show the Fly Pads and what they will do in your window and you will have an ocular demonstration of excellent results in the shape of additional sales.

Of infants' and convalescent foods there are many, but Wampole's Milk Food is bound to have a ready sale and to ensure regular customers.

Of all the various pharmaceutical preparations of recent years it can safely be said that none of them hold the confidence of physicians and the general public more firmly than Listerine. Both as a medicament and as a toilet requisite it has achieved a world-wide fame. The Lambert Pharmacal Co. have now placed a small-size bottle on the market, retailing we believe at twenty-five cents, and which will be gladly welcomed by those desiring it in original packages.

Optical Goods of any description can be furnished at lowest figures by J. J. Zock & Co., whose advertisement appears in this issue. They make a specialty of prescription work, and from their long experience as a business house are in a position to meet all the expectations of wide-awake business men.

If you want Beeswax, yellow or white, pure, and a credit to your stock, procure the W.H.B. brand, which is advertised in this issue. The firm of W. H. Bowdlear & Co., of Boston, are specialists in this line of goods and can serve you well.

Read what W. J. Gage & Co. say in this number. They "Manufacture" and "Publish" and either one or both lines will interest you.

Kerry, Watson & Co., London, Ont., tell their customers this month how they allow credit for Containers. Their proposition is an equitable one, and customers of this firm should certainly be satisfied with the generous offer.

As September approaches School Supplies will be in large demand and Buntin, Gillies & Co. ask to continue their advt. just as last month. It expresses much in few words. This firm have the goods and are ready to transfer them to customers' shelves expeditiously and at best figures.

Thousands of the druggists in the United States, Canada and foreign coun-

tries are using the Perfection Suppository Machine, which is manufactured by Fox, Fultz & Co., of New York and Boston. They all agree that it is the best on the market and testify to the quality of its work and the ease with which it is manipulated. If you are wide awake you will investigate the machine.

### Notice to the Trade.

A report is being circulated that we are going out of the cork business. The statement is untrue. The fact is, we are going heavier into the business than ever, and customers who continue to place their orders in this line with us will be convinced that for price and quality we still "Hold the Fort."

SAUNDERS & EVANS.

### An Important Announcement.

Well satisfied customers are the most important assets the pharmacist can acquire, indeed, it is seldom that a successful business can be built up without them. A customer is never better satisfied than when he gets exactly what he asks for; true it is that under the persuasive influence of his trusted pharmacist he may purchase something vouched for as being just as good, and find it to be so; on the contrary, it is not unlikely that he will depart from the pharmacy with a pretty clear impression upon his mind that he has been more or less imposed upon. The Lambert Pharmacal Company realize that the patrons of Listerine prefer to purchase their favorite antiseptic in the original packages, under the seal and guarantee of the manufacturer, and to the end that even the smallest quantity likely to be required may be purchased in this manner, they now place upon the market a 3 oz. package in addition to the 7 oz. and 14 oz. sizes, all of which are carried in stock by wholesale druggists.

### Staunton Specialties.

In the Staunton line of wall papers for 1901 trade dealers will find an interesting collection of silk effects. There's novelty and beauty about them that is making for them a grand reception wherever the travellers show them. There's a style about these silks that appeals to those seeking something a little out of the ordinary. They will make really artistic rooms.

Just mention two or three numbers to give a little idea of design:

No. 1372 E.B. is a miniature Empire wreath design, and in colonial colorings some rich effects are produced.

No. 1371 E.D. is a very delicate stripe, and some of the strongest effects come on white and yellow grounds. These and other colorings will find a ready sale where something a little more decorative than an ingrain is desired.

No. 1348 is another pattern in the silk class, and one of the most striking effects is shown in robin's egg blue. The colorings are rich and delicate.

Taking the Staunton line all through, every pattern seems exceptionally artistic, and yet practicable to sell anywhere in Canada; in fact, the whole line has been studied to meet the demands of the Canadian trade only, and a more practical and profit making line would be hard to find.

### Pharmaceutical Association.

#### ELECTION OF OFFICERS.

At a meeting of the Council of the Pharmaceutical Association of the province of Quebec, held July 4th, the following officers and Board of Examiners were duly elected for the year 1900 1901, namely:—

President, S. Lachauer, Montreal.

1st Vice-President, J. E. Tremble, Montreal.

2nd Vice-President, Henry Willis, Quebec.

Treasurer, C. J. Covernton, Montreal.

Major and Minor Board of Examiners:—R. W. Williams, Three Rivers; W. H. Chapman, A. J. Laurence, H. R. Lanctot, A. B. J. Moore and E. Giroux, Montreal, the latter two being appointed to replace Mr. J. R. Parkin, Montreal, and J. Emil Roy, late of Quebec, who had resigned.

Preliminary Board of Examiners:—Prof. J. O. Cassigrain of Jacques Cartier Normal School and Prof. Issac Gammel, of the High School, with Mr. J. E. Dubie of Quebec, as Supervisor for the City and District of Quebec.

#### ADUROL.

For one-solution developers this is about the most satisfactory on the market. It is either a monochloro or monobromo derivative of hydroquinone, and keeps for a long time colorless in stock solution, and gives very good, soft negatives, and is applicable both to bromide papers and lantern slides.