

# BRAMWELL'S

## Extra Purified

# EPSOM SALTS

Specially Prepared for Druggists.

FREE FROM MOISTURE.

FREE FROM DIRT.

**The Finest Quality Made.**

THESE SALTS CAN BE OBTAINED FROM

JAMES A. KENNEDY & CO., London.

--

LYMAN BROS. & CO., Toronto.

J. WINER & CO., - - - Hamilton.

--

H. SKINNER & CO., - Kingston.

AND OTHER LEADING HOUSES.

E. BRAMWELL & Co., St. Helens, Lane, Eng.

### DRUG REPORTS.

#### Ontario.

Business has been fairly active, with no startling changes in value.

Gum Arabics are easier.

Opium, unchanged.

Damiana Leaves are scarce.

Quinine, no change to note.

Menthol, firm, will likely be higher.

Vanilla Beans, higher.

#### England.

London, October 26th, 1893.

Chemicals have been rather flat this month owing to very small demands. The coal strike has had some effect in raising prices of Soda Compounds, especially that of Caustic Soda.

In drugs there has been more activity, although the enquiries are not so great as usual at this time of the year.

The principal advances have been in Menthol, Senega, Cape Aloes and Kino.

The market is practically clear of Gum Kino, and for some time at all events, it will remain very scarce and dear.

Gum Acacia is now coming into the market from the Soudan region again.

Aloes of only moderate quality have been offering and for Cape there has been a good demand.

Ipecacuanha, in spite of large supplies, maintains a high figure, but Cubebs are going lower.

There has been a marked increase in prices for English Oils of Peppermint and Lavender, owing to the poor yield.

Otto of Rose has also advanced for a similar reason.

Opium is dull, with a slightly falling tendency, which may, however, soon recover.

Siam Benzoin is offering at prices which

must be ruinous to importers who have old stocks.

Rhubarb is in fair demand, and there is a marked absence of finest qualities, owing to an excessively wet season in China.

#### Adulterated Borax.

Our attention has been called to a practice which has lately grown to be quite common—the adulteration of borax with bicarbonate of soda, and in some rare cases with other substances. It is only the powdered borax, and particularly that which is sold in packages for household use, that has been found sophisticated. In some cases as high as sixty per cent. of the contents of a package has been found to be soda, and from that down to ten per cent. Of course the packers find it profitable to cheapen the article, but in the case of borax it will prove even a more short-sighted policy than in the case of many other articles used in the household. The use of borax for household purposes is of comparatively recent introduction, and is by no means universal, hence when the household wife uses the adulterated stuff and does not secure the result she expects, borax will be condemned as not answering the purpose for which it has been recommended, and its sale will decrease. It is urged that other considerations than honest dealing should lead to an abandonment of this practice, as those resorting to it will not be influenced by appeals to their sense of justice. The financial injury should be plainly apparent to those who continue the practice, especially to the extent it has of late been carried. The profit to the packer is very tempting, it must be admitted, as powdered borax costs about eight cents per lb., while bicarbonate of soda may be purchased for less than three cents per lb.; but the practice is sure, if continued, to ruin the trade in powdered borax for household use. This may prove another verification of the fable of the goose and the

golden egg unless a halt is made.—*Oil and Colourman's Journal.*

#### Trade Papers vs. Salesmen.

The great wholesale grocery firm of B. S. Janney, jr., & Co., Philadelphia, have discontinued the services of travelling salesmen, and now rely on the trade papers to do their outside work. They say:

"We discontinue the services of our salesmen, knowing that it will be to the interest of buyers as well as ourselves. We also believe that the relations between buyer and seller should be personal, mutual and close.

"There certainly will be no objection to this plan from those who already buy of us for cash. We believe very many shrewd, prompt paying merchants who are now buying from us, and who pay their bills in 30 to 40 days, will at once embrace the opportunity to buy at the lowest prices, when they consider the many advantages of this mode of buying and selling goods.

"With the decrease in the cost of doing business, we will be able to give you prices which cannot be met by any house employing salesmen and who give a line of credit. The advantages of this system are manifold:

"1. The buyer saves his proportion of the commission or salary paid to salesmen.

"2. The buyer buys his goods at the lowest possible prices, and receives in addition the cash discounts.

"3. The buyer is relieved from a proportion of the heavy percentage of loss attending all credit systems."—*N. E. Grocer.*

The importation of condensed milk into Great Britain has increased considerably of late. Official records show a total of 634,091 cases for the nine months ending September 30, against 527,588 cases in the corresponding period last year.