

## Business Tips

### "All Alive."

But not very long after they come in contact with Tanglefoot. Such is the experience of the domestic flies wherever "Tanglefoot" is known, and where is it not known now?

This popular selling article is advertised to the trade again in this issue for the season of 1900, and dealers should remember to have a good stock laid in.

### Fancy Goods and Stationery.

We have pleasure in calling the attention of our readers to the full-page advertisement of Warwick Bros. & Rutter, which appears in this issue. This firm advertises a very desirable class of fancy goods, as well as stationery, etc., especially adapted to the requirements of the drug trade, and we bespeak for them the liberal patronage of our readers everywhere.

### Paris Green.

It is time for you to place your order for this staple article. The Paris Green made by the Canada Paint Co., of Montreal, is recognized as being without a superior in the market as to purity and effectiveness. They are now offering it to the drug trade for the coming season, and solicit your orders.

### Coalitine.

Coalitine is a Scotch invention of marvellous effect on coal. One ton of the *worst* coal heated with coalitine is said to be equal to 30 cwt. of the *best* coal. It is especially recommended for use in sick rooms. The fires require no draught, as all foul air and smoke is consumed.

It is sold in 50 cent tins, and is most remunerative to retailer and consumer. Large and small consumers all seem to agree that Coalitine does all that is claimed for it. It is quite unlike any other compound sold for the same purpose, both in appearance and in results.

Premier Sweep is another of this company's preparations. They claim that it is the only effective pipe, flue, vent and chimney-cleaner on earth, and that failure is impossible.

The most eminent analysts say that it not only does what is claimed for it, but is besides a most invaluable household

disinfectant, and is unrivalled as an insecticide for killing vermin.

The Coalitine Co., of Edinburgh, Scotland, are the manufacturers, and J. Ritchie, 15 St. John street, Montreal, sole Canadian agent. A sample tin will be sent, postpaid, for 65 cents.

### Me-Mosa.

This is the name of a new breath perfume which is put on the market by the Me-Mosa Co., of London, England. It is handsomely put up, has gained great popularity in Great Britain, and affords a good margin of profit.

This firm also manufactures "Perfume Amulets"; these are put up in a variety of odors and are very attractive goods, retailing at ten cents. Both these lines should be excellent selling articles in Canada.

Read the advertisement elsewhere in this issue.

### For the Soda Fountain.

In no other particular perhaps can a greater mistake be made in the dispensing of "Soda Water" than in using flavors which do not give the most perfect satisfaction.

The "True Fruit" syrups advertised by the J. Hungerford Smith Co., of Toronto, have been proved by years of practical test, both in Canada and the United States, to be thoroughly reliable both as to flavor and purity. Those who used them in former years, and their name is legion, testify to the excellence of these goods, and we are assured that already the orders are coming in from all parts of the Dominion in a way indicating a largely increased demand over other years.

Read the advertisement of these preparations in this issue.

### The Silent Salesman.

John Phillips & Co., Limited, of Detroit, Mich., and Windsor, Ont., have invented a device for illuminating their Silent Salesman Show Cases, an innovation that delights every merchant and is proving itself an indispensable aid in producing beautiful effects.

Merchants who are using these cases claim that their lighting system adds fifty per cent. to the value of the case for selling power, while the actual cost is nominal.

By an original and ingenious device, electric bung-hole lamps are concealed

in the top frame-work which is fitted with metal reflectors, and a light which rivals that of the sun is thrown upon the contents of the case. This makes selling easy. It does away with the unpleasant glare of a bare electric light, and is soothing to the eyes of both customers and clerks, while the goods are shown up to the best possible advantage.

The case is supplied with ventilators to keep the glass from getting hot. The wiring is done by expert electricians, and the case is ready for making connections with the lighting system.

Canadian trade is supplied from the branch in Windsor, Ont., (f.o.b. cars) which means a great saving over former prices, considering duty. See advertisement.

### Soda Fountains.

We beg to call the attention of our readers to the advertisement of the United States Aerating Fountain Co., with head office at Buffalo, which appears in this issue on page 601. This company have recently entered the field of soda water apparatus concerns and are offering to the drug trade their patented draft arm, which, by an automatic device contained in the head, enables one to draw an absolutely, perfectly aerated glass of sparkling water, and this apparatus highly commends itself to any druggist desiring to serve a perfect glass of aerated water. If you are interested drop the company a line for further particulars, etc.

### Carlsbad Waters and Salts.

The principal agents which produce the therapeutical effects of the Carlsbad Thermal Waters, are: Sulphate of Soda, Chloride of Sodium, Carbonate of Soda and the high temperature.

Therapeutical experience has shown the following results: The Thermal Waters of Carlsbad alleviate pain, cramps or convulsions proceeding from ulcer of the stomach, cardialgia, gall stones, colic, etc.; they produce an increased secretion of the mucous membranes of the respiratory organs, the stomach and the intestines, and promote the evacuations.

They are useful in increasing the secretion of urine, regulating the flow of bile, and also the anomalous production of sugar, having a world-wide reputation in the cure of diabetes, and are valuable in diseases of kidneys, bladder and womb.