

Correspondence.

The Editor does not hold himself responsible for the opinions of correspondents.
Correspondents must in all cases send name and address, not necessarily for publication.

Guelph, Ont., Dec. 5th, 1895.

Editor CANADIAN DRUGGIST.

SIR,—Your remarks regarding my refusal to sign a document presented to me by an entire stranger, who refused to give his name or whom he represented, or any information regarding the promoters of the document, or the proposed scheme to be discussed, is taking a liberty which no respectable journal is in the habit of doing.

Any further interference by you, with me, in the management of my business, will be dealt with as it deserves.

It will be necessary for you to give this the same publicity as you gave your editorial in the last issue of your publication.
Yours truly,

A. B. PETER

Toronto, Ont., Dec. 3rd, 1895.

Editor CANADIAN DRUGGIST.

SIR,—Will you kindly insert the enclosed letter in your next issue of THE CANADIAN DRUGGIST, giving an explanation of the item appearing in the November number of your paper, to the effect that the druggists of St. Catharines were cutting on the goods of the Ontario Chemists' Manufacturing Co.

Yours sincerely,

JOHN HAR-REAVES,
For Ont. Chem. Mfg. Co.

[A Copy.]

St. Catharines, Ont.,
Nov. 17th, 1895.

John A. Clark, Esq.,
Sec'y O.C. Mfg. Co.,
Hamilton, Ont.

DEAR SIR,—Your favor of the 16th to hand. In reply I take pleasure in stating as follows: You will remember about two weeks ago I received from you a letter drawing my attention to the fact that by my advertising Ontario Chemists' Iron Tonic and Liver Pills at ten cents I was breaking the rules, customs, etc., of the Ontario Chemists' Manufacturing Company. You will also remember that I wrote you at once, acknowledging my error by so doing, and also stating that I would have my advertisement removed at once, which I did. Since then I have obtained full prices for all O.C. goods. I may also state that it is my intention to uphold full prices on all O.C. goods.

Yours very respectfully,

(Signed) J. N. WALKER.

A LARGE PRODUCTION.—The annual production of olive oil by Spain is larger than that of any other country. It is nearly seventy-nine million two hundred and fifty thousand gallons.

Pharmacy in Mexico.

BY JAMES F. BALLARD.

There are six large wholesale and retail, and about fifty retail drug stores in the city of Mexico. The largest of the wholesale and retail establishments are the "Drougera Universal" and Felix Carlos & Company; either of these carry a well-equipped stock of fully \$500,000, and are said to have behind them a capital of from four to five million dollars. The former, however, is reported to have met with serious losses, through mismanagement extending through a period of years, and is understood to be going into liquidation. The other wholesale establishments appear to be prosperous.

THE RETAIL TRADE.

The retail stores are the ones who are reaping the harvest; they have no brother cutters to contend with, and no department stores to compete with. Clerks are well paid: the ordinary salary for drug clerks off the main thoroughfares, where only Spanish is spoken, is \$60 per month, but in stores on prominent streets where more than one language is required to be spoken, salaries average from \$80 up to \$125 per month, and in the wholesale and retail stores the retail clerks speaking English and Spanish are started in at \$90 per month first six months, \$100 second six months, \$125 second year, and \$150 third year. These regulations exist at Carlos & Company. The clerks in wholesale departments are paid up to \$300 per month, according to ability, etc.

THE PRICES IN MEXICO.

The ordinary drugs and medicines command about the same prices which are obtained for them in the United States, but soap, sundries, brushes, combs, toilet articles, patent medicines, and all imported proprietary articles come very high, as the following prices will indicate:

Pears' Soap	.60
Cuticura Soap.	.75
Packer's Tar Soap.....	.80
Strong's Arnica Tar Soap.	.85
Cashmere Bouquet Soap.....	.85
Proctor & Gamble's Ivory Soap	.50

PATENT MEDICINES.

Paine's Celery Compound, per box	\$4 00
Hood's Sarsaparilla, per bottle.....	3 50
Syrup Figs, 50c.	2 00
Syrup Figs, \$1	4 00
Horsford's Acid Phosphates, \$1.....	4 00
Horsford's Acid Phosphates, 50c.....	2 00
Tarrant's Seltzer Aperient, \$1	4 00
Tarrant's Seltzer Aperient, 50c.....	2 00
Castoria	1 12
Hostetter's Bitters	4 00
Ayer's Sarsaparilla	1 75
Ayer's Cherry Pectoral	1 75

These latter articles (Ayer's) are manufactured in Mexico, hence pay no duties.

It would seem the Mexican druggist made an enormous profit, but such is not altogether the case, as the following will demonstrate:

One dozen Paine's Celery Compound sells at \$4 per bottle, or	
\$48 per dozen	\$48 00

Here is cost in Mexican money:

Original cost in New York per dozen (it is delivered there in New York)	\$ 8 00
Add cost of exchange (difference in value between Mexican and United States money)	7 00
Freight, New York to City of Mexico.....	1 00
Duty collected by Mexican Government, Vera Cruz.....	15 00
Total.....	\$31 00 31 00
Net profit per dozen	\$17 00

Seventeen dollars profit on one dozen looks like a large margin, but this must be divided by two, as a Mexican dollar is only worth 54 cents in our money, hence they have only made about 75 cents profit on the sale of one bottle. However, this is twice as much as the American druggist would make if the articles were sold at regular price.

Mexico is suffering from a depreciated currency, as are all other Latin American countries. This fact, combined with the high tariff, makes all imported articles unreasonably dear. The native products of the country, however, are correspondingly low in price. I am told it requires about \$20,000 in Mexican money to fit out a first-class retail store, and the inference would be, for those who had the necessary capital, Mexico offers unusual inducements for the next few years to the enterprising American who desires to embark in retail drug business.—*Meyer Bros'. Druggist.*

The Last Straw.

The long-suffering Spanish pharmacists, or "hobicario," so worried of late by domiciliary visitations, anything but few and far between, on the part of the revenue officials in their efforts to enforce the tax upon patents, have the prospect of other troubles of a like nature not very far ahead. The latest vexatious order issued by the treasury is that frequent visits are to be made to pharmacies by the tax-collectors, who have orders to demand the production for their inspection of the prescription books or registers, so that it may be seen if the medical men have complied with the regulation imposing upon them the use of stamped forms, value 10 centimos each, upon which the prescriptions are to be written. Spanish pharmacists contend, and rightly, too, that they have entire control of their books and registers, and can only be compelled to produce them by a judge's order in case of any poisoning or during a criminal investigation in open court, as is already provided for and stated in the Criminal Code. It is most derogatory to professional dignity, certainly, to be obliged to assist in bringing into the hands of the law fiscal delinquents, and it is to be hoped that the Spanish treasury authorities will not press such an unheard-of interference with pharmacists' rights. — *Pharmaceutical Journal.*