

### Hints to the Druggist.

Attend strictly to your own business.

Wait on customers, young or old, rich or poor, black or white, as promptly and pleasantly as possible.

Keep your store and stock neat, clean and inviting.

Show all lady customers to your door when they are retiring, in a civil and attentive manner.

Discourage loafing and shop talk, as neither are conducive to trade.

Display your goods to the best of your ability and change the position of toilet and sundry articles so as to create an impression of the renewal of stock.

When not busy, package up in convenient sizes such goods as senna, sulphur, Epsom salts, Rochelle salts, cream of tartar, bicarbonate of soda, compound licorice powder, insect powder, and all similar goods which have an everyday sale.

Take pains to instruct your apprentices, as the return to you will be valuable.

Give discounts for cash rather than credit, as it will pay better in the end.

Keep shelf bottles well filled and make a practice of going through stock every day to see that wants are not neglected.

Be systematic in your buying, your stock-keeping, your paying and your collecting, in fact, in every detail of your business.

Keep a price book and check it with every invoice you receive.

Do not permit customers to run accounts for lengthy periods, as the longer an account runs the harder it is to collect.

Avoid outside business entanglements, as the worries incident to the conduct of a successful drug business will be a sufficient drain upon your vitality.

Do not accept I.O.U.'s; they rarely bear interest and are not good security.

Buy always choice goods in the best market as cheaply as you can, and always take your discounts.

Make a monthly statement of your affairs, so that you are in a position to know constantly the progress you are making.

Cultivate the patronage of your neighboring physicians, as their influence upon the customers you should acquire in your locality is bound to be considerable. Bring to their attention frequently lines that you may have newly introduced and retain their trade if at all possible.

Manufacture such pharmacopœial pre-

parations as your facilities will allow; there is both profit and credit to be derived from doing so.

Do not permit the accumulation of dead stock; rather sell it for what it will bring.

Do not unduly increase your stock. As far as possible endeavor to maintain a relative proportion of goods to sales.

Keep your health, work hard, be economical and succeed.

### Pure Sulphur.

The majority of supplies of sulphur, both ground and flowers, consumed in Canada have hitherto been imported from Sicily, but during the last few years a very large quantity of the English product has been used and the trade is growing continually simply because the English sulphur is absolutely pure, without any adulteration whatever. Little if any Sicilian that has ever been imported contain more than 80 per cent. of pure sulphur, while the Sicilian flowers of sulphur are adulterated in varying quantities with ground sulphur to the extent of from 20 to 80 per cent.

The more buyers become acquainted with the fact that there is little if any difference between the cost of the best English sulphur and the common Sicilian product, the better for all consumers, as the relative difference is overwhelmingly in favor of English goods, which are sold universally now by the best class of trade.

### Foreign Drug Market.

The latest foreign market reports lay particular stress on the position of camphor and cod liver oil.

As to the former product, a monopoly has been formed by the appointment of an official broker, through whom all the Japanese product will be sold. The Japanese Government have taken control of the manufacture and sale of all camphor in that country, and oblige the distillers to sell it to the Government at a price fixed by themselves, and they can then sell at a figure which will practically control prices everywhere.

According to the *British and Colonial Druggist*, it is said that £250,000 has been paid for the privilege of selling the camphor to first-hand buyers throughout the world. The natural outcome of this must be to make camphor dearer.

So far the results of cod fishing in Norway have been unfavorable, and cod

liver oil has an upward tendency, although in some quarters it is claimed that there are large stocks of previous years' oil yet unsold, which may tend to keep the price down, although for the time being higher prices will rule.

Drugs and chemicals for the most part have an upward tendency, although there are exceptions such as quinine, citric acid, rhubarb and senna. Iodine and its preparations are quiet, the possibility of a reduction in price by the combination being looked for in some quarters.

### Annual Meeting.

The eighth annual meeting of The Lyman Bros & Co., Limited, was held in the Company's offices on Thursday, March 20th, at 2.30 p.m., the President, Mr. Henry Lyman, of Montreal, in the chair. The report of last year's business was most satisfactory in every way to the shareholders, and the Managing Directors were complimented on the excellent showing. The old officers of the Company were re-elected, viz.: Henry H. Lyman, Montreal, President; F. S. Lyman, Q.C. Montreal, Vice-President; Chas. McD. Hay, General Manager, and James Watt, Secretary-Treasurer.

### The Canadian Addendum to the B. P.

As already announced, a reply has been received from Dr. Attfield, Chairman of the Pharmacopœia Committee of the General Medical Council of Great Britain, to the draft report of the committee appointed to prepare suggestions for the Canadian Addendum to the British Pharmacopœia.

Dr. Attfield's reply was most favorable, and is to the effect that the committee of the General Council considered the draft report from Canada and classified the drugs and preparations as follows:

Class 1.—For probable inclusion in the Canadian Addendum to the B. P.

Class 2.—For probable or possible inclusion in the next edition of the Pharmacopœia itself (these preparations not being local in Canada, but of service to the entire Empire).

#### CLASS 1.

1. Arnica Flores.
2. Ext. Grind. Liq.
3. Ext. Trit. Liq.
4. Ext. Viburn Prun. Liq.
5. Grindelia.
6. Oleum Gaultheria.