

But they are not friendly to the trade. Lennons is a monopoly. If you offend Lennons they will in all probability open a store opposite your very door, and a more up-to-date concern than your own. Lennons sway the retail trade at their own sweet will. Lennons can ruin small stores, they can dictate their own terms. This institution has a wonderful power. The tariff now in force is practically hostile to patent and proprietary articles. Twenty per cent. is collected in these lines, while prepared foods and all other goods handled by druggists, with a few exceptions, are passed at nine per cent., *ad valorem*. All medicines destined to the South African Republic are levied on at the rate of five per cent. providing the goods are consigned *via* Natal. Natal collects nothing on goods in transit, whereas the Cape charges amount to five per cent., to say nothing of excessive railroad freights.

To Entertain Members of A. Ph. A.

The committee of twenty-five appointed a short time ago to make arrangements for the annual convention of the American Pharmaceutical Association, which will be held in Baltimore the week beginning August 29th, held its meeting recently at the rooms of the Merchants' and Manufacturers' Association.

Henry P. Hynson, who is the local secretary of the association, presided at the meeting, with Dr. D. M. R. Culbreth as secretary. The principal discussion concerned the entertainment features, and after some debate the following rough draft was adopted: Monday, August 29th—A.M., meeting of the Council; P.M., reception to visiting delegates and ladies. Tuesday, August 30th—A.M. and P.M., business meeting of association; afternoon, ladies and visiting members shown about town. Wednesday, August 31st—Excursion to Annapolis Naval Academy and Bay Ridge by boat, dinner served en route. Thursday, September 1st—A.M. and P.M., business session. Friday, September 2nd—A.M. and P.M., business session; afternoon, visiting delegates driven through park; night, trolley ride to Gwynne Oak Park. Saturday, September 3rd—A.M., final business session. Monday, September 5th—Excursions to Gettysburg and Washington.

The discussion of ways and means also occupied considerable time, but the details will be left to the various committees for decision. It was suggested that

the invitation be in the shape of a pamphlet giving interesting facts about Baltimore, and that they be mailed generally to druggists throughout the country. Neither the headquarters nor the hall in which to hold the meetings has as yet been decided upon. Chairman Hynson's committee appointments were as follows:

Invitation—Henry P. Hynson, John F. Hancock and Dr. D. M. R. Culbreth.

Headquarters, Hotels, Hall, etc.—H. B. Gilpin, Charles E. Dohme, John C. Muth, J. Webb Foster and O. E. Webb.

Reception—A. J. Corning, John F. Hancock, Carl H. Bryan, W. L. Sohl and others to be named later.

Souvenir and Badges.—D. M. R. Culbreth, Horace Burrows, Charles Caspari, H. S. Dulaney, C. B. Swindell.

Transportation.—Louis Yakl, C. C. Bartgis and Charles Caspari.

Entertainment.—H. P. Hynson, George L. Muth, E. O. Street, Charles Caspari, Charles E. Dohme, H. P. Gilpin and O. W. Smith.

Finance.—Charles E. Dohme, H. A. Elliott, George L. Muth, M. S. Kahn and H. C. Winkleman.

Order of Business.—Dr. A. R. L. Dohme, Prof. William Simon, J. Fuller Frames, J. H. Hancock and John A. Davis.

Business Helps.

SEEDS.

A large number of druggists in Canada have found the handling of garden and flower seeds, and in many cases, field seeds a very profitable investment. We know personally of several retail druggists who make each year a very considerable amount of money out of this line. They are easy to handle, need not necessarily occupy much room, afford a good margin of profit and the demand for them is generally at a time when it is unnecessary to secure any additional help. There are a number of wholesale dealers from whom those who are contemplating this addition to their stock, can procure everything desirable and who will readily give information as to the kinds and quantities that the beginner should require. This line is of course not a new one by any means, but we believe that there are localities where they are not now kept by druggists, where it would at least pay to look into it and probably order a trial lot for the coming season.

Another seasonable line is that of
MIXED PAINTS.

Of this it may also be said that it is not by any means a new line, as a large number of the oldest druggists in Canada have carried them in stock for years, and the fact of their still continuing the lines shows that it is a profitable one and that their example may well be imitated in some sections where this trade has heretofore been monopolized by other dealers. In connection with this, the handling of paint brushes, artists' materials, tube paints, etc., naturally fits in and forms an important part of the stock-in-trade.

Items of Interest.

United States manufacturers of rubber goods have advanced prices about 20 per cent. owing to the increased cost on crude materials.

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The *Pharmaceutical Journal* (Eng.) says that nearly 1,000 registered chemists of Great Britain deal to a greater or less extent in photographic materials and appliances.

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The Belgium Government offers a prize of \$10,000 to any person that will discover a chemical that will take the place of phosphorus in the manufacture of matches.

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The firm of Williams, Davis, Brooks & Hinchman Sons, of Detroit, Michigan, whose amalgamation we noted recently, have assumed the name of the Michigan Drug Co.

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The Novelty Plaster Works Co., of Portland, Maine, has been organized with a capital of \$10,000.

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Messrs. Simson Bros. & Co., of Halifax, N.S., have shipped a car load of their lime-juice for the Klondike trade.

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A prominent departmental store of Toronto has been endeavoring to place large orders with the wholesale drug houses of this city, but we are pleased to say that in every case they have been refused.

CAJUPUT OIL IN CROUPOUS PNEUMONIA.—Sinha (Therap. Gaz.) has treated eighteen cases of croupous pneumonia with great success with oil of cajuput. The oil is given in the form of an emulsion in doses of five minims.