

more interest in you and your affairs than you take in them and their affairs.

That you can neglect your business while in debt to your creditors without their becoming aware of it and treating you accordingly.

That you can afford to sit down and wait for trade, as the world hasn't much use for half-dead business men nowadays.

Soda Water Trade.

The soda water trade of Canada probably does not equal in total volume that of one of the large cities in the United States.

Whether Canadians do not relish soda water as do their cousins across the line we do not know, but certain it is that while the soda water trade is an immense factor of every American druggist, it is practically none in that of his Canadian confrère.

A comparison of two cities, Toronto and Buffalo, which so far as climatic conditions are concerned are practically identical, will illustrate our remarks.

Toronto has as many, if not more, English-speaking druggists as Buffalo, yet we venture to say that the soda water trade of some single drug stores in Buffalo will vastly exceed the total sales of all the drug soda water dealers in Toronto combined.

At least 90 per cent. of Buffalo druggists have fountains, ranging in value from \$500 to \$3,000; while not more than 25 per cent. of Toronto druggists have fountains, ranging in value from \$100 to \$1,000.

It must pay in Buffalo, or so many would not cater to the trade so expensively. It should pay in Toronto, yet we do not believe that, as at present carried on, it does do so to an encouraging extent.

We are seeking for information on this point, as we are on every other subject that should be commercially interesting to our readers, and will be glad to have some of our readers give us, if possible, an explanation of the reason why it now does not, and at the same time how he thinks it could be made to do so.

Business Training for Pharmacists.

We have frequently spoken in these columns of the necessity of a business training for students in pharmacy, and drew attention to the fact that the drug apprentice has but little opportunity as a

rule to secure a commercial training while engaged in his duties.

As a rule the apprentice goes direct from school to commence his pharmaceutical career without any chance of even a preliminary education in business methods.

To make a successful business man it is necessary to study business procedure and methods just as in the pharmaceutical sphere, a thorough knowledge of pharmacy is necessary.

Several Schools of Pharmacy in the United States have now instituted courses of commercial training and will probably be followed by the majority of the Colleges.

Mr. F. G. Ryan at the recent meeting of the American Pharmaceutical Association outlined a course in business-training which might probably form the subject of instruction in Colleges of Pharmacy, viz.:

Business Law in General.

Common law, statute law, law-merchant, lawful age, exception.

Money.—Definition, kind, uses, regulations governing the same.

Bank Account.—Bank book, opening account, deposit slips, balancing.

Substitutes for Money.—Checks, form, definition, advantages, drawing checks, endorsing checks, check raising and precaution against, stopping payment, certified checks, guarantee signature. Practical exercises in the above.

Drafts (of Bills of Exchange).—Definition, form, parties to, kinds of, uses, acceptance (manner of), collection of, force of demand, protests, with bill of lading. Practical exercises on same.

Promissory Notes.—Definition, form parties to, place of payment, maturity of, protest, object of, protest, indorsement of, uses of, advantages of collateral notes, judgment notes. Practical exercises on same.

Due Bills.—Forms and uses of.

Bank Drafts.—Definition, forms, uses, New York draft, cashier's check, certificate of deposit, foreign exchange, letters of credit, travellers' checks, postal money orders, express money orders, money by telegraph, registered letters, money by express.

Banking.—National banks, clearing house, savings banks, state banks, private banks, safe deposit, loan and trust companies, building and loan associations.

Insurance.—Fire, life.

Transportation, mercantile agencies, contracts, deeds, mortgages, leases, orders, duplicate orders, receipts, releases, bills and invoices, discounts (cash), study of price lists, establishing a business, buying of goods, selling of goods, conducting a business, advertising, inventory, double-entry bookkeeping, single-entry bookkeeping, special form bookkeeping.

Collego Matriculation.

It is doubtful if anything in connection with the government of the Ontario College of Pharmacy has given the Registrar and Council more trouble than the acceptance of certificates of preliminary educational qualification from those applying for registration as apprentices. The form sent out by the Registrar to be returned as a certificate from the head master of a high school or collegiate institute has always been more or less indefinite, and the note attached giving instructions to the teacher as to the intended scope of the examination, has made it more so.

From time to time we have been appealed to by masters to draw the attention of the Council to this matter and to use our influence to have it adjusted, so that misapprehension as to the exact standing required might not continue to exist; but, as we were informed that the Council had the matter under advisement, we hesitated to use our columns for this purpose. An extract from one letter received will explain the difficulty under which conscientious head masters find themselves.

"The enclosed blank, issued by the Registrar of the College, conveys to me no meaning whatever. If you look at the regulations of the Education Department you will find that Sec. 51 has nothing to do with this matter; you will find that subjects in Form I.—2, 3, 4, 6, 7, and 8 are not the subjects given on the blank above; you will find that the work outlined for Arithmetic and Algebra is the work of Form II. not of Form I. Young men keep bringing me these blanks to sign with the idea that they have only the work of Form I. to go over.

In the last three months three of these blanks have been brought to me by candidates for admission to Pharmacy and I have declined to sign them.

I have reason to conjecture that scores of young men in Ontario have been admitted within the past year on this worthless document. Such strictures may seem hard, but as matters have stood until the present they are just. Not only