

CANADIAN DRUGGIST.

DEVOTED TO THE INTERESTS OF THE GENERAL DRUG TRADE AND TO THE ADVANCEMENT OF PHARMACY.

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CANADIAN DRUGGIST.

WILLIAM J. DYAS, - Editor and Publisher.

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CANADIAN DRUGGIST,
STRATHROY, ONTARIO.

SPECIAL REMINDERS.

We issue on the 15th of each month, therefore, Correspondence should reach us by the 7th.
New Advertisements should reach us by the 7th.
Changes of Advertisements should reach us by the 5th.

Our Engravings.

We present in this issue the photo engravures of J. W. Slaven, of Orillia, Vice-President of the Council of the Ontario College of Pharmacy, and C. K. McGregor, of Brantford. The portraits of the whole Council—thirteen in number—have now appeared in these columns.

Cutting Drug Prices.

The prices charged for drugs, drug sundries, and proprietary articles by the retail druggists throughout the Province of Ontario have been up to the present time so uniformly maintained that the slaughtering of profits has been kept out of their business methods. The result has been the development of a sympathy in trade which has found expression through the medium of the various district associations which, for elective, as well as business purposes, have been formed throughout the Province.

Since the formation of these organizations a good deal has been accomplished in regulating matters which would have otherwise developed into grievances. Price lists have been adopted suitable to the different districts, a general price mark is in use to secure uniformity in dispensing charges, matters of local or general interest have been discussed in the various associations, and the formation of a Provincial or Dominion Pharmacy Association to secure more complete consolidation of every interest was being advocated,

encouraging the hope that, crowded though the trade now is, by a united and rigid maintenance of prices, a respectable living might be made by all, when a damper was placed temporarily



J. W. SLAVEN.



C. K. MCGREGOR.

on these hopes and proceedings by a report, which proved to be only too well founded, that Mr. Timothy Eaton, proprietor of the largest retail dry goods house in Toronto, had secured a

complete line of patent and proprietary articles, which he was making a catch penny use of by selling at cut prices.

The druggists of Toronto who were the immediate sufferers, and who had submitted to the loss from the same source and by the same method of their drug sundry and toilet article trade, because, though they felt morally entitled to it they couldn't make any special claim to its retention, at once called a meeting of their association to discuss ways and means to meet the difficulty. Representatives from the city wholesale drug and proprietary medicine houses who had received special invitation were present and were asked for their views on the matter. These gentlemen were a unit in advising united and decisive action—united action to maintain prices and united and decisive action to influence the houses supplying stock to cutters. They pledged every support they could give, and assured the meeting that they were confident united action on the part of Ontario druggists could terminate so demoralizing a system of trade. The matter was very fully discussed by prominent members of the association, every aspect of the difficulty being presented to view. It was finally decided to promote the action counselled by wholesalers, and a resolution proffered by Mr. McCann was adopted, which in its preamble sets forth the loss which all would suffer by deciding to meet the cut, and showing the necessity for united effort, to counteract such a tendency, and resolving that, whereas nine-tenths of the city druggists signed the resolution, the association would at once take steps to bring influence to bear to secure the co-operation of every house interested in the trade throughout the Dominion, in putting a stop to cutting prices in patent medicine trade. The resolution was at once placed in the hands of the six district presidents and sub-secretaries to secure signatures, and by the following evening had been signed by all except four or five druggists doing business in the city, these withholding their names ostensibly because E. Hooper & Co. were advertising cut rates to meet Eaton, and not from any lack of sympathy with the movement.

Another meeting was promptly called to consider the reports and decide upon future action, while in the meantime a deputation of members of the Toronto Association proceeded to Hamilton to attend a union meeting of the associations of the Hamilton and Brantford districts.