

Legitimate but Neglected Side Lines for Druggists.

The *National Druggist* (St. Louis) in a recent number calls attention to a line of goods which, in many localities, might be handled with profit. It says:

An advertisement now running in the *National Druggist* and several other pharmaceutical journals contains a suggestion well worth consideration by the druggist, now anxiously seeking for legitimate and profitable articles that he may introduce as side lines to his trade. This advertisement reads:

"In England and Scotland all druggists handle 'tea,' and find it a profitable side line. This ought to be the case in the United States, and druggists can make it so if they will."

This statement affords a curious and, as far as we remember, an unique anomaly in the history of the drug trade. Tea—*Thea Chinensis*, in its various subdivisions (*T. viridis*, *T. bohea*, etc.)—was once an article of merchandise entirely in the hands of the druggist, but gradually, as it became of more and more importance, the grocers and spicers took it on, as a side line at first, but finally as a staple. The pharmacists of Europe never relinquished the trade in it, and still carry it, but as a side line only. If it ever was carried as a staple by American druggists, it was so long ago that we have no record of it, and now it is being offered to them, almost apologetically, as a profitable and legitimate side line.

Of course, our advertiser is not playing the philanthropist and paying for advertising space merely to give profitable advice to the druggists. He, naturally enough, wants them to purchase and handle his own particular brand of tea, but this does not make his suggestions any the less valuable and timely—for if there ever was a time when the retail trade needed advice in this direction, it is now. Arguments as to the legitimacy of tea as an article for the apothecary to handle is superfluous. Aside from the fact already mentioned, that it was once a staple with him and was taken away by the encroachments of the spicer and grocer, tea is an article of prime consumption with the ill, and especially with chronic invalids and convalescents. There is scarcely another substance of such universal application, since there are but few conditions of impaired health in which it is contraindicated, and its enormous consumption among those in perfect health is a matter too well known to require a mention. The fact of the matter, however, is that too much stress has hitherto been laid upon the "legitimacy" of this or that article offered as a "side line" for druggists. The time has come, and this article is written mainly to emphasize it, when the urgent necessities of the case demand that that "professional pride" which stands in the way, forbidding the druggist to handle articles, honest and proper in themselves, simply because they are not down in the Pharmacopoeia or the lists of druggists' sundries, must be

put aside. That egotistic fallacy has had no small share in the druggist's undoing, and it must go, if the trade hopes to regain its former prosperity.

The druggist must put on his thinking cap, and go over the lists of things now handled by the grocer or by other lines of business, in which there is a profit, and if they are commercially suitable put "ethics" in the background, and boldly appropriate them. The grocer, the general storekeeper, and the department house have had no scruples in usurping his wares, and he should be equally bold and aggressive.

There has been enough appealing to wholesalers and proprietors; enough proposing of "plans" and "ideas," all perfect in theory, but impossible in practice; enough of groaning and complaining of the "inroads of the grocer and department stores on the rights of legitimate pharmacy"; enough of appeals to special legislation—make an end of it all, and help yourselves. Every plan hitherto proposed has failed; every law made to benefit your condition has proved a boomerang and recoiled on yourselves, and, as for complaints and appeals, you have bitterly experienced their futility.

As a matter of fact, you have no more right to complain of the grocer who sells a bottle of patent medicine than the confectioner has to complain of your selling candies, or the tobacconist of your selling cigars. You have adopted these, and they have proven profitable, why stop at them? We by no means wish to see the apothecary shop turned into a "junk shop," nor is this necessary. But we believe that there are other and profitable but neglected opportunities for you. If professional pride stands in the way, so much the worse for you, for as the Scripture says, "Pride goeth before a fall."

Ontario Society of Retail Druggists.

FIRST ANNUAL MEETING.

At one o'clock at the Ontario College of Pharmacy, Toronto, on Wednesday, September 9th, 1896, the second week of the Toronto exhibition.

The officers expect that the druggists will turn out *en masse*, and that this will be a monster meeting. We hope that it will be the largest meeting of retail druggists ever held in the Dominion. Let everyone come. All are welcome. Each one ought to welcome the other. Every druggist should be glad to see every other druggist there. The officers do more work than private members, but each member should have as much interest in the success of the society as the officers. Show this interest by attending this meeting. Help us with your advice and counsel. We need it. This will be a very important meeting. Measures of great importance to every retail druggist and to the success of the society must be decided at this meeting. It is therefore desirable that we should have a large and representative attendance.

Mark September 9th, 1896, on your calendar as the day you intend to go to Toronto to the meeting of the Ontario Society of Retail Druggists. Let nothing else interfere with this date. Try to bring some other druggist with you. Talk it up.

If this society is to be a complete and perfect success, every druggist must take an interest in it, and work for its success. The officers work and are willing to work, but their endeavors must be assisted by every retail druggist. To-day our society is stronger than it ever was, and it can be made stronger by better organization, and by druggists getting in closer touch with each other, by getting acquainted with each other, understanding and sympathizing with each other's difficulties and successes. Success can only be attained by all druggists acting as one man when a particular line of action is decided upon, and such action on the part of every druggist can only be depended upon when perfect organization is obtained.

Come to the meeting. All the officers would like to see you. Personally, after having so much correspondence with different druggists during the past year, I would like to meet every one of you, and become acquainted with you face to face. All come and all help.

J. T. PEPPER,

Sec.-Treas.

Pharmaceutical Association.

The first meeting of the new council of the Pharmaceutical Association of the Province of Quebec was held in the Montreal College of Pharmacy, Wednesday, July 8th, all of the members being present. After the reading of the minutes of the previous council meeting and the report of the preliminary Board of Examiners upon the results of the recent examination, the president announced the meeting open to receive nominations for the various officers, when the following gentlemen were duly elected to fill their respective positions for the ensuing year, namely: President, R. W. Williams, of Three Rivers (re-elected); first vice-president, S. Lachance; second vice-president, R. McNichols; treasurer, C. J. Covernton; Board of Examiners, R. W. Williams, W. H. Chapman, J. R. Parkin, A. J. Laurence, Montreal; A. E. DuBerger, Waterloo; J. Emile Roy, Quebec; preliminary examiners, Prof. Isaac Gammell and Abbi Verrault, Montreal, with J. E. Dube supervisor for Quebec; auditors, Charles Beaupre and J. E. Tremble; special delegates to the annual meeting of the Quebec Pharmaceutical Association, R. W. Williams, S. Lachance, R. McNichols, E. Muir, Montreal, and Dr. E. Morin, of Quebec; secretary-registrar and assistant treasurer, E. Muir.

CUPRATIN. —A copper-albumen combination similar to ferratin, prepared by Filehne, and described by him in the *Deutsche Med. Wochenschr.*