

## CANADIAN DRUGGIST.

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THE *Chemist and Druggist* (London, England) says "the total number of drug stores in Ontario is 301." Perhaps it would surprise our contemporary to learn that there are over 900 "drug shops" in this province, and the City of Toronto alone claims nearly 150 of these.

THE proprietary medicine manufacturers of the United States evidently see a good field in Canada for the sale of their goods. Within the last few months Messrs. Donald Kennedy, Roxbury, Mass.; Henry K. Wampole & Co., Philadelphia; O. F. Woodward, LeRoy, N. Y.; C. I. Hood & Co., Lowell, Mass.; Wm. Radam Microbe Killer Co., Cleveland and Chicago, have all opened depots for the manufacture and sale of their preparations, and we understand the firms owning St. Jacob's Oil, August Flower and Shiloh's remedies are each of them contemplating pushing more extensively the sale of their goods.

IN ANOTHER column appears an open letter to the druggists of Ontario, from members of the Council of the Ontario College of Pharmacy. The President, Mr. John A. Clark, is from home in the Western States, which we suppose accounts for his name not appearing. We believe the Council are acting judiciously in thus proposing to place the matter before their constituents. The more light that is thrown on a matter of this kind and the more thorough acquaintance with the general working of the College and the Council, so much the more will it tend to make all members of the profession take a more lively and intelligent interest in their affairs.

IT IS A matter for regret that the effort of the druggists of Prince Edward Island to form a Pharmaceutical Association and restrict the sale and dispensing of drugs and medicines to qualified persons only, should have been defeated in the recent meeting of the Legislature of that province, owing principally, it is said, to the opposition of a number of general store-keepers who hold seats in that body. The proposed act was framed very much on the lines of that now in force in Ontario. We would say to our *confreres*, persevere, and ultimately you must succeed, as the sympathy of the public and a more intelligent understanding of these matters by our legislators will eventually enable you to carry your point.

ACCORDING to the Philadelphia *Record* since the passage of the McKinley Bill the prices of most of the drugs have gone up sky high in that city. About the only drug that is not directly affected by the bill is quinine, and that commodity is on the free list. A visit to several drug stores showed that prices had been elevat-

ed since the passage of the bill from 10 to 33 per cent. This is true of every article sold in the drug store that comes from foreign lands. The domestic drugs will be influenced indirectly, because by a general understanding among druggists the increase in prices will be averaged and distributed among the different foreign and domestic articles. All brushes, perfumeries, and toilet soaps have been increased in price fully 33 per cent. There are large quantities of necessary drugs that will be increased from 10 to 15 per cent. Of course the percentage will be equalized by distributing it among the different drugs. An inventory of the stock in a leading Philadelphia drug store shows that it was worth at least 14 per cent. more after than before the McKinley Bill passed. It must not be lost sight of, however, that the duty on most drugs, properly so-called, has not been advanced. But on nearly all articles of packing and all put-up preparations, it has been increased.

THE problem of "How to fight the cutter" was one of the subjects for discussion at the meeting of the American Pharmaceutical Association held at Old Point Comfort, Va. Amongst those who spoke on the subject were Messrs. Ebert, of Chicago, and J. A. Clark, President of the Ontario College of Pharmacy, whose remarks taken from the *National Druggist* are given below. This is a vital question, one affecting particularly the larger centres, and that can be checked only by vigorous methods. What can be accomplished in Chicago may also be done in other places and this result is due in a great measure to "organization." Mr. Eberts, Chicago, says: The way it was done was this: A few men in one ward came together and said: "We in this ward will not sell goods for less than their market value, or regular retail value," and they adhered to it. They were the nucleus. The movement spread over the city till nearly all the principal druggists in the city united and formed the Chicago Retail Druggists' Association. There are 34 wards in Chicago. Each ward came together and formed a central organization, formed a constitution and by-laws, elected a president, secretary, and treasurer, and a board of three directors; the dues were fixed at \$1 a year. Every ward was organized in this way. They were united with the central organization, to which the ward associations have the privilege of sending one delegate each. That organization meets once a year. The ward organizations meet once a month. This organization was effected some four years ago, and to-day there is not a cutter in Chicago, outside the department stores. According to our arrangement, any complaint as to rate-cutting is made by the aggrieved party to the ward committee of three appointed for that purpose. They investigate and take measures to prevent it if necessary. If another party in an adjacent ward causes the trouble, complaint is made to the directors of the com-

plaintant's ward who notify the directors of the offender's ward.

Mr. Clark, Hamilton, Ont.: There was a good deal of practical information given by Mr. Hallberg. I also approve strongly of the remarks made by Mr. Ebert. In our city we suffered from rate cutting until about 1884, when business had become so demoralized that we were forced to form a local organization, which we did in such a way that it would stick. We prepared a constitution and by-laws that took in every man, except the one who wanted to take advantage of his neighbor—in six months he was glad to come before the association and agree to live up to its requirements. From this one organization we have now 10 in the province. We meet once a month, and have a regular form of business. We do not forget the social side. We meet in general session once a year. We do our utmost to create a spirit of harmony among neighbors in trade and with very great success. In an association where members are suspicious of each other no good can be accomplished. You cannot do this in an organization of 20,000 or 30,000 druggists, but you can do it in small organizations where interests are identical. Local interests differ, and each requires its special treatment. On one occasion a manufacturer of proprietary goods cut rates, and on being requested by the association to end it and prevent his goods getting into the hands of rate cutters, intimated that he would run his business to suit himself. Thereupon he started sending out circulars offering these low rates. Unanimous action was taken, and whenever his goods were enquired for at the druggists, the customer was informed that they were not to be had; they were not recommended. The result was, his trade dropped off to such an extent that he became willing to do the right thing, and came to our terms.

## Nitrate of Amyl.

Manufacturers tell us that there is a fair demand for this chemical, but few know what it is used for. Dr. W. B. Richardson states, in regard to its therapeutic properties, that in its general effects it agrees with the nitrite, except that a longer time is required for the development of symptoms from it, and a longer time is demanded for the process of recovery from its influence. The quantity necessary to produce decisive results is the same as with the nitrite; but the nitrate is not so pleasant a substance to administer, and when administered by inhalation is not so conveniently applied.—*Chemist and Druggist*.

CLEARING COLLODION.—Collodion, which is often slow in settling and clearing after preparation, may, according to the *Photo. Archiv.*, be entirely cleared by shaking it up with clean quartz sand. This carries the flocks and impurities to the bottom with it, and leaves the liquid above entirely clear.