

## CANADIAN DRUGGIST.

WM. J. DYAS, EDITOR AND PUBLISHER.

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## Advice to Druggists.

Be master of and understand your business. Keep your store well stocked with the best quality of goods procurable.

Make your prices as reasonable as your expenses and quality of material will permit.

Pay as close personal attention to your business as possible.

Always strive to secure first class assistants.

Keep your store neat and clean, and change your window display and the position of your drug-sundry stock, as often as possible.

Promptly discourage any tendency to loafing in your store.

Never laugh nor permit laughing behind your dispensing counter while customers are waiting in front, as what is fun to you may be chagrin to them.

Be kind and courteous to every one, young or old, rich or poor, black or white.

In winter-time see all lady customers to your door.

Never disappoint a customer if you can help it.

Be prompt in the execution of every order you receive.

If you haven't in stock what your customer asks for always express a willingness to procure it as speedily as possible.

When you refuse a preferred request do it with as good grace as possible.

Do as little credit business as possible.

Keep your messenger well supplied with change so that he can collect without trouble for all deliveries.

Make out to every credit customer a monthly statement of account, even when not for immediate collection, as it is a satisfactory showing of recent purchases.

Personally, keep your credit good by meeting your liabilities as promptly as they come due.

Never endorse for another for an amount you cannot afford to lose.

Do not for the sake of gain engage in any undertaking that would bring you discredit.

Follow this advice, maintain your self-respect, and you will undoubtedly be an honored and successful druggist.

## Correction.

THE article entitled "Pharmacy, Past, Present and Future," which appeared in our August issue, was through an error credited to J. S. Roberts, of Seaforth, instead of Jas. F. Roberts, of Parkhill.



Wm. Murchison,

PRESIDENT PROVINCIAL DRUGGISTS' ASSOCIATION.

William Murchison, who has been chosen as the first president of the Provincial Retail Druggists' Association of Ontario, was born in 1862 in the County of Bruce in this Province. He was educated in the public schools and afterwards in the Kincardine High School. In 1880 he entered the drug store of Dr. Tennant, of Lucknow, as an apprentice, remaining there two years, and afterwards acting as clerk for Mr. John Farrell, of Lucan, and subsequently with Dr. C. Lutz, of Exeter. In the fall of 1884, he went to Toronto to fill the position of head clerk with Mr. H. Sherris, with whom he remained until the opening of the first session of the Ontario College of Pharmacy in the new building, where he graduated in 1886. He then entered into partnership with his former employer, Mr. Sherris, with whom he remained until May of the present year, when he purchased the drug business of G. W. Mingay, 1402 Queen street west, Toronto. It is quite fitting that the Provincial Retail Association should have for its first president, one who is a graduate of its College and is thoroughly in keeping with its progressive character. Mr. Murchison has been for some time and still holds the position of one of the examining board of the College. He is one of the most active members of the Toronto Retail Drug Association and held in high esteem amongst the trade of the city. We believe the choice of the Association in their selection of President was a wise one, and we congratulate them on their selection, as also the President as the head of so important an organization.

Tourists and the general travelling public when visiting Montreal will find in the Richelieu Hotel every comfort and convenience. It is the only first-class hotel in the city conducted on both the American and European plans, and is centrally located.

## Grand Trunk Railway—the Great International Route.

This great highway of travel, with its through lines under one management from Chicago to the Atlantic seaboard, may justly be termed the GREAT TOURIST ROUTE OF AMERICA. Its wonderful St. Clair Tunnel, its Victoria Bridge, that triumph of engineering skill spanning the river St. Lawrence, its Suspension Bridge, from which may be seen that great natural wonder of the world, the Niagara Falls, and the magnificent scenery through which its line passes, combine in making this one of the most desirable lines to travel by on this continent.

## India Rubber Substitutes.

The growing scarcity of India rubber and gutta-percha, with its attendant rise in prices, has caused considerable anxiety in the electrical industries that are dependent upon the supply of these commodities. Various substitutes have been suggested. A new preparation has been brought out which is said to give great promise of meeting all the requirements of an efficient insulator. It consists of Manila gum tempered with benzine, to which an addition of two per cent. of auvergne bitumen, also mixed with benzine, is added. These are thoroughly blended, and after five per cent. of rosin oil has been added, a product is obtained having all the suppleness, elasticity, solidity, and durability of the best rubber. If the product be too fluid, a further addition of 4 per cent. of sulphur, dissolved by means of sulphide of carbon, is made. The vulcanization of the material can be carried out in the usual way.

Another preparation which is the product of Cotton Seed Oil has been patented by Mr. J. G. Carter of Savannah, Georgia, who claims to have produced a preparation which answers all the purposes of India rubber—in fact is a substitute for it. As the pure rubber costs 67 cents a pound by the ton and the substitute can be manufactured for less than 20 cents a pound it would seem that there is room for considerable profit. The character of the process, Mr. Carter says is a secret known to him only, and which he will continue to keep. He arrived at it after twenty years of experiment with various oils for the purpose of reducing them to solids and to ascertain their value for varnish and other products. He first discovered a process after beginning his experiments by which cotton seed oil could be made available for a high class of varnish, a use to which manufacturers have as yet been unable to put it to any extent.

**GLUE WITHOUT HEAT.**—Put into a solution of 50 parts of barium chloride in 750 parts of cold water, 13 parts of gelatine or glue, and set aside for 12 hours. At the end of this time a syrupy liquid is obtained, for which the baryta may be precipitated by the addition of a solution of sodium sulphate.