

own examiners and grants diplomas, but these diplomas are only valid in the province they are granted in, unless in cases where these bodies grant reciprocal registration, which is the case in some of the provinces at present. We do not think it would be feasible, nor desirable, as we have already remarked, to take away any existing rights from the provincial bodies, and we believe that the examination of candidates should continue as it is, each province granting a certificate or license to do business within the bounds of that province, but we believe that a central examining body for the whole Dominion should be a decided advantage to pharmacy. This body could consist of examiners appointed by the various associations, who would formulate the papers to be submitted to candidates presenting themselves for Dominion registration.

Any candidates passing the examinations of the province in which they live, and then passing an examination prescribed by the Dominion board would be entitled to practice in any portion of the Dominion. This being entirely an optional matter we do not see that any objection could be made against it, and it would have the effect of having one recognized standard throughout the whole Dominion.

These are some of the lines which have been suggested, and we ask from our readers a full criticism of any methods which are suggested.

Our object in bringing this before our readers is to have a full discussion of the matter and trust that it will be well ventilated in our columns.

Young Men in Business.

A striking feature in connection with the drug trade in Canada at the present time is that more than 75 per cent. of those engaged in the business are young men under thirty-five years of age; in fact, so young are very many of them that strangers frequently enquire for the proprietor while thinking they are addressing a clerk.

In possibly no other commercial pursuit can such a large percentage be found whose years savor of immaturity. This age is one of great tolerance, and even encouragement, for the young man, and to this as frequently as to his abilities does he owe his success. We have no objection to a young man assuming the responsibilities of life at an early age, provided he maintains creditably the position he attempts to fill. Provided a young man

is prepared to forego the pleasures which youth naturally seeks, and is willing and able to endure the irksome round of duties imposed on the conscientious pharmacist, he is as much entitled to strive for position as is his older and more experienced fellow-graduate. Young men are more hopeful and less cautious than those who have gone through life's experience sufficiently to have paid for some of their lessons, and therefore their risk is greater. The position of the pharmacist is a responsible one, and it is saying a good deal for our young men that, though young in years, so many of them have been able to inspire the confidence of the medicine-taking public.

The Advantages of an Optical Course for Pharmacists.

Perhaps no "side line" has been so rapidly taken hold of by druggists as that of optical goods. Since we first agitated this question and pointed out the desirability of adding a stock of these goods, druggists everywhere throughout Canada have acted on our suggestion, and many of them are making more money out of the fitting of spectacles, etc., than out of the drug business itself. Of course, every one cannot do a good optical trade. In many cases it would be undesirable to add these goods to stock, as the limited amount of business that could be done with the class of customers who patronize the store would make it inadvisable, but where circumstances indicate that a trade can be profitably handled in this line, we believe no better nor more money-making auxiliary to the drug business can be found.

As, then, the fact is assured that druggists must naturally be the leading dealers in these goods, we would impress on all students in pharmacy the desirability of taking a course of optical instruction at some good college or institute in order to meet the increasing demand for clerks who hold the diploma of a recognized school of optics.

We are led to urge this the more strongly from the fact that on several occasions recently, we have been asked by some of our subscribers to try and procure "Registered drug clerks who are also optical graduates." The fact that they have been unable in several instances to procure the desired help shows plainly that the graduate in pharmacy who is also a graduate in optical instruction is the one whose services are first sought after,

as out of the large number of students who have secured these combined diplomas, none apparently are in want of situations.

Making Application for a Position.

The difference between a good and a poor application for a position is largely determined by the difference in judgment of the persons making it. Many positions are lost to the applicants by the manner in which they apply. It is not enough to take any old piece of paper and write that, "noticing the advertisement you thought you would apply, that as you were just now out of employment you were open for engagement and could furnish the best of references, etc." When positions are worth having they are worth taking especial pains to secure. You may depend upon it that the advertiser will criticize the letter of each applicant and will be influenced by them in proportion as their fitness appeals to him. He will be sure to frame a mental picture of the characteristics of the applicants, from their letters alone, as he has nothing else to judge by. Letters written on pieces of foolscap or other waste pieces will be apt to receive but scant attention as the impression will naturally be formed that anything will do with the applicant. Errors in composition and spelling, and blots and erasures will all be noted and bring their condemnation.

If the applicant is able and anxious to fill the position he can't make it known in too effective a way. To all applicants we tender the following advice: Be first sure you are eligible, then carefully compose in concise form all the facts that you wish to convey in reference to yourself. Use good paper, envelopes and ink. Write in your own hand and as well as you can. If you make a mistake rewrite the whole letter. Be modest but frank in stating your qualifications, leaving to your references the commendation of your good qualities. If good testimonials can be secured send carefully written copies of them, stating the fact that they are copies. Be honest, respectful, and solicitous in expressing your desire to have an opportunity to fill to the best of your ability the position to which you aspire. When possible, solicit the privilege of an interview, and, if granted it, be well prepared to sustain the ordeal.

Good positions are worth striving for, and an earnest effort to secure them along the lines indicated here will be productive