

Trade Notes.

W. H. Gibbs has opened a new drug store at Selkirk, Man.

E. H. McLean is selling his drug business at Revelstoke, B.C.

W. H. Scripture, Ottawa, Ont., is offering his drug business for sale.

W. H. Scott, druggist, Southampton, Ont., has made an assignment.

W. Rutherford, Norwood, Ont., is advertising his drug business for sale.

The Balm Medicine Co., Ltd., Toronto, Ont., has gone into liquidation.

W. H. Laughlin, Milltown, N.B., has sold his drug business to W. H. Clarke.

Jeremiah R. Dodds, druggist, Orangeville, Ont., is offering his business for sale.

Dr. Sibree Clark has purchased the drug stock of W. E. McCartney, Kamloops, B.C.

Fred. C. Stearnman has purchased the drug business of Hall & Stearnman, Nanaimo, B.C.

The Champion Medicine Co., Ltd., Ohio, N.S., have applied for letters of incorporation.

R. T. Mack intends opening a new drug store in the Chestnut Block, Fredericton, N.B.

The Medical Inhalation Co., of Toronto, Ont., have been granted letters of incorporation.

O. C. Stackhouse has purchased the drug business of W. A. Devellers, Buckingham, Que.

George V. Dibblee has purchased the drug business of R. T. Mack & Co., Fredericton, N.B.

W. B. Sanders, of Stayner, Ont., has purchased the drug stock of F. J. Stewart, of the same place.

A. L. Hamilton, Palmerston, Ont., and G. W. Campbell, St. Thomas, Ont., have exchanged businesses.

R. G. McPherson, druggist Kamloops, B.C., has amalgamated with The McDowell, Atkins, Watson Co.

The business of the Chatham Drug Co., Chatham, Ont., has been sold to Deadman & McColl, of Brussels, Ont.

Deadman & McColl, druggists, Brussels, Ont., have dissolved partnership, G. A. Deadman continuing the business.

The drug stock of Menzies & Co., of Arnprior, Ont., is advertised to be sold under a chattel mortgage.

Thos. Uran, having purchased the drug stock of Parker Bros., St. John, N.B., is removing it to Campbellton, N.B.

J. Paterson has taken the Maritime Province route for Messrs. Lyman, Sons & Co., Montreal, succeeding Mr. Green.

White & White, of Woodstock, Ont., have sold out to a gentleman from Peterboro, whose name we have so far not heard.

T. M. Henderson, of Langley & Henderson Brothers, wholesale druggists, of Victoria, B.C., was in Montreal last week on business.

A small fire caused about \$150 damage to the drug stock of Ira F. Belfry, corner King and Bathurst streets, Toronto, March 5th.

The stock of the Chatham Drug Co., Chatham, Ont., was sold by the sheriff Feb. 19th, under chattel mortgage. It realized 71 cents on the dollar.

Dr. J. G. Lavolette has purchased the drug stock of the bankrupt estate of Lavolette & Nelson, Notre Dame street, Montreal, and will continue the business at the same stand.

The firm of A. E. Pilkey & Co., Chatham, is changed to Charles H. Gunn & Co. Mr. Charles H. Gunn, of Woodstock, formerly of Fraser & Gunn, has assumed Mr. Pilkey's interest. Mr. Pilkey, we understand, is improving in health.

Mr. Alex. Manson, for many years in the drug business in Montreal, being connected with Messrs. Lyman, Sons & Co. for nearly twenty-five years, has been appointed manager of the Montreal branch of the Nova Scotia Paint Works, of Halifax, N.S.

Montreal Notes

The stock, fixtures, etc., of Mr. E. Leonard, lately assigned, were sold last week to Mr. G. Papineau, druggist, 166 Pine avenue. Mr. Papineau intends to remove the stock to the corner of St. James and Chatham streets, where he will open a branch, with Mr. Leonard as manager.

The stock, fixtures, balance of lease, etc., of Mr. Albert Nelson, lately assigned to Evans, Sons & Co., has been sold to Dr. G. Lavolette, who will carry on the business as usual. Mr. Lavolette, some two or three years ago, was in partnership with Mr. Nelson, but severed his connection in order to run Lavolette's Syrup of Turpentine and other specialties.

There is a general feeling that Government should give greater advantages to pharmacists than is the case at present, in return for the long years of study and expense rendered obligatory by law. The bargain seems a very one-sided one, especially in Ontario. In Quebec pharmacists are a little better protected against the encroachments of incompetent persons, but not nearly as much as they deserve.

The stability and ultimate financial success of departmental stores appears to be very much in doubt, judging by articles which occasionally crop up in commercial journals. It appears their immense advertising has to be paid for spot cash in all the large centres, and they dare not stop their advertising, or, with their immense expenses running on, failure would inevitably result. They fatten on unhealthy excitement, especially

amongst female bargain hunters. Let this excitement subside and they are done for.

Experienced business men assert that the whole system of selling certain lines at cost, or a shade over, in order to sell other goods at ordinary profits, is not based on true commercial principles, and, therefore, cannot in the end be a financial success. The tendency of the age is towards specialism, both in the professions, in trade, and in manufactures. Let the cobbler stick to his last.

The competition of hospital dispensaries with physicians and pharmacists is beginning to be seriously felt in Montreal. A number of persons who are perfectly able to pay moderate fees to medical men are daily seen at these institutions. A man who is the owner of real estate of some value was recently ordered away from an institution where he was obtaining medicine and advice gratis.

At a recent reunion of Messrs. Kerry, Watson & Co.'s employees, Mr. John Harper was presented with a small token of esteem, to which every member of the establishment contributed. Mr. Harper has charge of the laboratory and mills of the firm, and has been in the service some thirty years, during which time he has given every satisfaction to his employers. He is very popular with those customers of the firm with whom he comes in contact, and is highly respected in the city generally.

The Clerk.

The clerk who gives his services for so many dollars a week, four or forty, is pretty apt to be a failure. It is the clerk whose one ambition is to enter business for himself who may be depended upon for efficiency. Such a one familiarizes himself with details, studies methods, does not look too often at the clock and is not overly insistent upon vacations. He identifies his interests with those of his employer. He has a sort of a proprietary feeling toward the store. He is painstaking, enthusiastic, honest, and true. No, he does not work for so many dollars a week, but he earns them. He receives them, too, and with them an education that makes him an employer after a while.—*Mercantile Journal*.

To be a good assistant is to be able not only to sell to a customer something he has started to get, but to sell him something he had no idea of buying when he came into the store.

The assistant completes the work of the printed advertisement. The advertisement brings the buyer to the store, and the assistant has it in his power to attract or repel.

The ideal assistant is a man who possesses the good qualities of all men.

An assistant should cultivate the powers of observation, imagination and invention.