

Canadian Druggist

Devoted to the interests of the General Drug Trade and to the Advancement of Pharmacy.

VOL. XII.

TORONTO, APRIL, 1900.

No. 4

Canadian Druggist

WILLIAM J. DYAS, PUBLISHER.

Subscription \$1 per year in advance.

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

New advertisements or changes to be addressed

Canadian Druggist,

TRADERS' BANK CHAMBERS

63 YONGE STREET,

TORONTO, ONT.

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Style in Dispensing.

Human nature is so much inclined to judge quality by appearance that the dispenser is never wise unless he caters to the tendency. Style in externals in everything is justifiable—in medicinal compounding especially so. The dispenser who economizes on his bottles, corks, boxes, paper, etc., risks his reputation almost as much as the one who economizes in quality of material. First impressions are often apt to be lasting, and the ideas formed of a druggist, by the receipt of cheap bottles, inferior corks, and slovenly packaged parcels, will not be likely to be such as will induce confidence and continued patronage. Neatness rather than gaudiness should be the watchword of the compounder. Neatness indicates care, and care always begets confidence. The training imparted to students in our pharmacy colleges at the present time is exceedingly valuable in developing the taste of the dispenser, and were it maintained in practical every day work in the pharmacy afterwards, we are certain that the practitioner would be a gainer financially as well as professionally. The patient rarely has pleasant thoughts in anticipating the taking of his medicine, but those thoughts and feelings may be modified, somewhat, by the attractive way in which his doses have been dispensed.

Giving Credit.

The indiscriminate giving of credit has ruined more business men than anything else. Unfortunately the man who is obliged to buy on credit himself is more prone to give it than the cash buyer, as he somehow gets to feel that his own creditor is taking all the chances, and doubtless he is, but his debtor is bound to suffer for it in the long run.

The man who is a large giver of credit

is rarely a good collector of accounts. He reckons his book debts as he reckons his stock, in value, forgetting that in commercial history the most carefully placed credit has never yet borne such a relationship in liquidation.

The customer who buys on credit for convenience sake is usually safe, but the customer who buys in anticipation of being able to pay at a future date risks his own credit and your confidence. His inability to pay immediate cash affords no assurance that he can pay more readily one, three or six months later. No set rule can be established for the giving of credit. The man who has means can be given it. The man who has none, but is known to be honest, may be given it moderately, and the man without either means or a reputation for integrity should not be given it at all. The giving of credit is equivalent to the lending of money without security. If the percentage of profit is great the risk may be justified; if small, the creditor takes more chances than his business wisdom should dictate. If credit be not given, wrong, loss, dissatisfaction and undue labor is avoided and a true business position can at all times be ascertained. It takes some moral courage to enable the dealer to refuse it, but no more than would be needed to prosecute the collection of troublesome accounts.

Hawaiian pharmacy is in the hands of those who have the price to pay the license. There are no pharmaceutical associations in existence in Hawaii, and the only special law governing the drug business is the statute requiring the vendor of drugs to pay a fee of \$40.00 for a license to sell poisonous drugs. No doubt the United States Government will urge the requirement of professional qualifications, in addition to the monetary consideration.—*Meyer Bros.' Druggist.*