

Harmony in Trade.

There seems to be a strong desire in some quarters to engender a feeling of antagonism between the retail and wholesale drug traders. We can easily imagine any one whose interests are not identical and who seeks his own individual gain by some means or other, to take such a position, but to our mind the relations between the two sections of the trade, viz.: the wholesale and retail, are so closely interwoven that it would be folly, to say the least of it, to allow any feeling to pervade which would disturb the harmony which should exist. In the past the wholesale trade have acted with good faith and an evident desire to protect the interests of the retailer, notwithstanding many hard things which have been said by some officious person, and the retailers we believe fully recognize the friendliness and good intentions which have been exhibited towards them.

It may be said that self-interest was the motive for any such feeling, but be that as it may, the wholesale druggists have through their association at least, done what they could in reason, to meet the views and act on the suggestions given by the retail members. A harmonious working together of the two sections of the trade is a *necessity* for both.

The advertisement of the Sterling Remedy Co., which appears elsewhere, seems to strike the key-note of the feeling which pervades business generally. It is simply, "co-operation advances personal interests." They say "is it asking too much to crave the privilege of sharing our profits with the retailer? We appreciate the value of the retail druggists' personal push," etc.

The Plan That Failed.

Many a well intentioned and well devised project has proven a failure, simply from the want of tact or judgment in carrying it out. If a man commences business with the hope and the intention of making money out of it, it certainly would be folly for him to commence by antagonizing every one with whom he comes in contact. If you expect favors or concessions from any person or company of persons, such concessions or even ordinary business treatment cannot be expected in return for blows.

The Ontario Society of Retail Druggists started out with the very best intentions; its officers were, we believe, in

earnest in doing what they could to remedy existing evils in the drug trade and to further their interests, but we think that a sufficient amount of discretion or, perhaps, we might say, level-headedness, was not exhibited as the society grew older.

Accusations of bad faith were made against the wholesale trade, and apologies had afterwards to be made, the patent medicine manufacturer was courted and fawned upon, and then abused. The retail trade, themselves, for whose benefit the society was formed, was treated as it should not have been, a certain section being threatened with their supplies being cut off, while in the large towns and cities "cutting" could be done with impunity.

Is it any wonder, then, that the retail druggists of this province did not enter more heartily into the project, and that to-day so many of them denounce it in unmeasured terms? Judicious management, courteous treatment of the wholesale trade, with whose interests that of the retailer is so closely interwoven, and a firm stand on the matter of equal rights for each individual member, would have, we believe, insured a longer life than this society had and would certainly have engendered a more co-operative feeling between all sections of the trade. The maintenance of regular prices was the first and most important point aimed at, and was what we have endeavored continually to persuade the retailers to adhere to; but when a date was set for the re-establishment of full prices in Toronto, the great head centre of the "cutting" movement, the society weakened, and druggists in Toronto were allowed, and have even been encouraged to sell at whatever prices they could get. This is where the evil was done. The country druggist gradually lost heart as he found his trade being taken from him and the hot-beds of the cutter, notably Toronto, Hamilton, and Brantford, getting the money which should have been spent with the druggist who, not only for self-preservation, but also for the sake of principle, stood his ground firmly. The future of the trade seems to be in the harmonious working together of the wholesale and retail trade, with a trusting in individual interests to make up for losses in the past.

HÆMOTROPHIN.—Trade name of a pleasant-tasting, stable liquid preparation of hæmoglobin.

The Druggists' Corporation.

"Misery makes strange bed-fellows." Our pharmaceutical contemporaries, so far apart in most things, unite in worrying over the co operative scheme outlined in the prospectus of the Druggists' Corporation, which appeared in our advertising columns last month.

The one periodical—the organ of a general agency business—is desperately afraid that the retail trade may lose money.

The other publication is very much disturbed, fearing the new company may interfere with the wholesale trade.

The peculiarity of the whole affair is that each publisher is most anxious for the welfare of the party he does not represent. How much worse they would feel if they saw, as we have seen, the long roll of subscribers to the stock, and recognized the names of the most responsible and representative men in the retail trade, and if they read the very friendly and laudatory letters from leading men in both the wholesale and retail trade.

The stock lists, the signatures and the letters convince us that the Druggists' Corporation is no longer a company with a prospectus and three names, but that it is a great business success. The retail trade have taken hold of it heartily, its members have given not only their sympathy and their names but also their money to the undertaking, and we have every reason to believe they will not be disappointed.

So when our contemporaries attack the Druggists' Corporation they have something very substantial to kick at, and they may hurt their own toes.

The retail druggists evidently feel able to rely upon their own judgment in these matters, and we think they should know as much, or more, about their business than some of their advisers.

No Charge for Box and Cartage.

On November 1st the wholesale drug house of Fuller & Fuller Co., of Chicago, announced to their customers that in future no charge would be made for "boxes and cartage." This was quickly followed by announcements of a similar nature from all western and southern firms, and the determination seems to be that in the future no charge will be made from this departure. In other parts of the United States the system has prevailed for some years of free cartage and free