

The Swiss Government, we are informed, has sanctioned the manufacture and use of weights made of glass. The weights are manufactured in the denominations of two and one kilograms; 500, 200, 100, 50, 20, 10, and 5 grams. They are of slightly conical shape, with rounded bottom edge, and provided on top with a knob to facilitate handling. The designation is molded into the knob. The glass used for these weights is of special composition highly refined, and carefully annealed, so as to reduce to a minimum the danger of breakage.

The Best Advertisement.

Advertising is an essential part of every druggist's business, and newspaper advertising appears to be, and we believe is productive of the best results. It is not everyone that can write a good advertisement. Many of those appearing in some papers are simply miserable mistakes, and of no possible use to attract business. To be a good advertisement it must be a good "business bringer." We have a proposition to make. We want a good advertisement written for a proprietary remedy, we will say for a sarsaparilla, the "ad." to occupy not more than four inches deep of a single column in a newspaper. All copies sent in will be submitted to competent judges, and the designer of the best will be entitled to any book in our list (published elsewhere) up to the value of one dollar. Or if a more expensive book be desired, the allowance will be made on the price of the book purchased.

All copies should reach us not later than April 5th.

After Stock-Taking.

Business men, as a rule, adopt the plan of taking stock yearly; the man who does not is simply not a man of business. The merchant who allows year after year to go by without finding exactly where he stands, what stock he has, and what his balance sheet would show, is only groping in the dark, and trusting that everything is all right.

To the man who does take a regular inventory of his goods we would say, What about the old shop-worn goods that he has discovered, the proprietary medicine whose sale has suddenly dropped off—the hundred-and-one *specialties* which your physicians have ordered once or twice and then abandoned?

These are *dead stock*, probably past resurrection, at least with you. Did it ever occur to you that in other parts of the country there may be, and in all proba-

bility is, a demand for some of these goods which you are inclined to call "dead stock"?

These goods have cumbered your shelves for some time; you have handled them again and again in making room for other goods. *Sell them.*

Advertise them in this journal, and you will hear from druggists in another locality who will probably take them off your hands.

Sell them cheap. They are of no value to you on your shelves. In order to help you we will give you space at a nominal figure. We want to help you. Write us.

Are You Insured?

A great many merchants are almost criminally careless in the matter of insurance, as anyone may see who reads the lists of losses after any of the great fires. It is the exception to read "fully insured." "Partially insured" is the rule, and "no insurance" is very common in these days when insurance companies are among the most solid financial institutions of our country. When the necessity and benefits of insurance are so universally admitted, and the rate is so low, it is really astonishing that a merchant is careless about the matter.

And stranger yet, the very men who need it most are usually the last to avail themselves of it. A very wealthy merchant, who has but a fraction of his fortune invested in business, can afford to carry his own risk. If no fire visits his establishment he makes money. If that establishment burns to the ground he can rebuild it. But the man whose little all is invested in the merchandise upon his shelves can't afford to carry his risk. It is too great a burden. It is his all. When a fire visits him he is ruined. And yet this is the man who usually has no insurance, or, if he has, allows it to run out because it pinches him to pay the premiums.

Look up your policies. See if they cover your property. Notice whether they are still in force. If the fire comes to-morrow night, let the announcement of your loss be qualified by the comforting and comfortable phrase, "fully insured."

A Want Filled.

We have long felt the desirability and need of some central office where the sales and purchase of drug stocks could be carried on with facility and confidence. Since the inception of the Canadian Druggists' Exchange for this purpose conducted by Dr. Hamill we have made it our special business to inquire into its plans and workings, and we have no hesitation in strongly recommending it to the confidence of our readers, because we have faith in Dr. Hamill as an able business man, with much experience in medical transfers, to say nothing of his undoubted integrity.

We believe that druggists should patronize this worthy effort cordially, and make it what is desired, *i. e.*, a central bureau of information where the confidence of neither the vendor or purchaser will be prostituted, and where time and expense can be saved by doing business expeditiously.

It is not necessary for a purchaser to visit perhaps half a dozen localities in order to find a suitable stock, for here the full particulars down to the most minute details are given, enabling you to judge in a measure at least whether the business offered is a suitable one or not, and in exactly the same way the seller is cognizant of what the financial ability, etc., of the purchaser may be, thus doing away with much of the doubt that may arise as to whether the would-be purchaser is acting in good faith. Vendors placing themselves in the hands of such an agency must inevitably save money in the long run and a good deal of annoyance.

A Record in Quinine.

A record in quinine has been established by the latest drop in the price of that article, sulphate warranted to answer the British Pharmacopoeia tests having been offered in one hundred-ounce tins at eightpence per ounce for the foreign, or three halfpence more for Howards'. Foreign makers reduced their price to the extent of twopence, per ounce, but Howard & Son one penny per ounce only. The sudden reduction was due to the action of some manufacturers in Paris and Milan, who are not within the convention, and within a few hours of the drop being announced prices again advanced, though considerable sales at the reduced rates had meanwhile been effected.

The Supply of India-Rubber.

The *Foreign and Colonial Reporter* says: Reports of the growing scarcity of india rubber are said to be grossly exaggerated, and no one who has any knowledge of the world's resources of rubber would make such assertions unless they had some commercial object in view. It is true that at one time great destruction of trees was caused by the desire to secure large quantities of rubber, but the trade has become so valuable that greater caution is now being taken to prevent injury to trees, and new ones are being planted in considerable tracts of country in the west of Africa. The new methods of collecting sap also ensure an abundant supply of rubber for many years to come, and the state of the market now is little more than normal.

To COLOR HORN BLACK.—Lay the horn to be colored in a nitric acid solution of mercury, wash in water and then plunge into a weak aqueous solution of potassium sulphide or liver of sulphur.