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The
Canadian Druggist

A MONTHLY JOURNAL

Devoted to the Interests of the General Drug Trade and to the
Advancement of Pharmacy

VOLUME IX.

January to December, 1897.

W. J. DYAS,
15 TORONTO STREET, TORONTO, CANADA.

The Canadian Druggist

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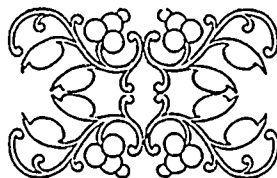
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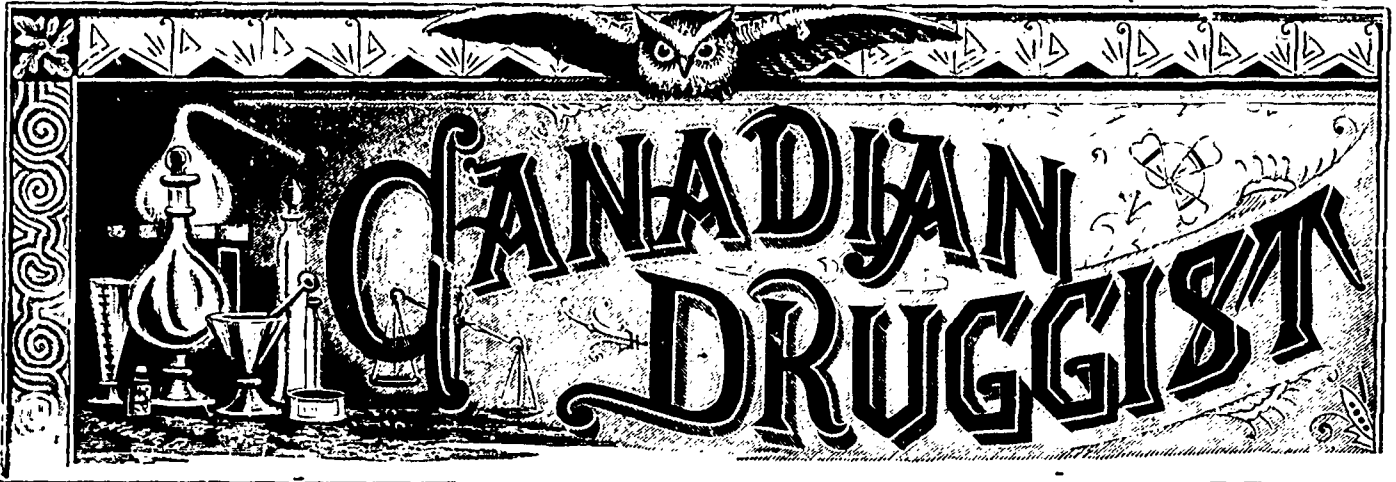
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Vol. IX.

TORONTO, CANADA, DECEMBER, 1897.

No. 12.

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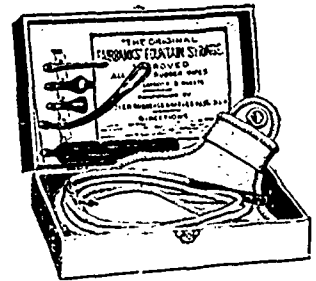
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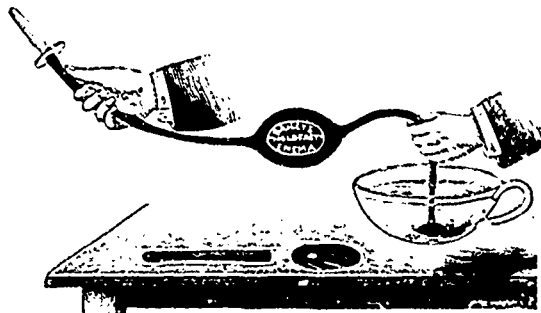
Morphine and Salts

AND OTHER FINE CHEMICALS.

From all Wholesale Houses Throughout Canada.

T. & H. SMITH & CO., Manufacturing Chemists
Edinburgh, Scotland, and 12 Worship St., London, Eng

IT WILL PAY TO INTRODUCE BAILEY'S "HOLDFAST" ENEMAS, SEAMLESS



Best English Make

Will Supersede all others.

Best Black, oval boxes, complete, per dozen, \$4.00
Best Drab, " " " " " " 3.00
Cheap Black, " " " " " " 2.50

SPECIAL TERMS TO SHIPPERS

W. H. BAILEY & SON

38 Oxford Street, London, England.

THE BROWN BROS., LIMITED

Stationers, Bookbinders,

64-68 KING STREET EAST, TORONTO

Manufacturers of

Account Books

—every description

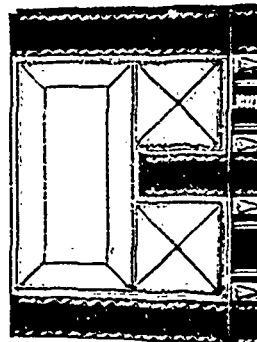
Leather Goods

Wallets, Portfolios,
Card Cases, etc

Office and

Pocket Diaries

—in varieties



Dealers in

Stationery

—all kinds

Office Supplies

Typewriters' Supplies

Bookbinders' and Printers' Material

—Agents for—

Caligraph Typewriter, Edison Mimeograph,

Wirt Fountain Pens,

Esterbrook Steel Pens

We aim to have the most complete Stationery House in the Dominion.

Canadian Druggist

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

VOL. IX.

TORONTO, DECEMBER, 1897.

No. 12

"APENTA"

THE BEST NATURAL APERIENT WATER.

Bottled at the Springs, Buda Pest, Hungary.

Under Eminent Scientific Control.

"APENTA"
THE BEST NATURAL APERIENT WATER.

"We know of no stronger or more favorably-constituted Natural Aperient Water."

L. Liebermann

Royal Councillor, M.D., Professor of Chemistry,
and Director of the Royal Hungarian State
Chemical Institute (Ministry of Agriculture),
Buda Pest.

"APENTA"
THE BEST NATURAL APERIENT WATER.

PRICES TO RETAILERS :

\$5.50 per case of 25 large glass bottles.
\$8.50 " 50 small " "
\$8.50 " 100 glass quarter "

"APENTA"

SEE that the Labels bear the well-known

RED DIAMOND MARK of the

SOLE EXPORTERS :

THE APOLLINARIS COMPANY, Ltd.,
LONDON.

CANADIAN SUB-AGENTS :

WALTER R. WONHAM & SONS,
Montreal.

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,

15 TORONTO STREET.

TORONTO, ONT.

EUROPEAN AGENCIES :

London, England : 145 Fleet Street, E.C.
Paris, France : 18 Rue de la Grange Bateliere.

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Embossed in Gold.
BOOKS.
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Quinine.
DRUG REPORTS.



"THE CANADIAN DRUGGIST" wishes all its readers a
"Merry Christmas"
and a happy and prosperous New Year.

Christmas Trade.

Christmas is near at hand. What preparations have you made for it? We all look for additional business in the holiday season, and are disappointed if we do not get it. Naturally, we blame everybody else if our expectations are not realized, without, perhaps, reflecting on the fact that our own part has not been satisfactorily performed. Where should we commence? Well, in the first place, we must advertise; not the old stereotyped way, but in a manner that will attract the attention of newspaper readers, tell them something that will set them talking, and follow it up by making striking window displays, mainly of the goods talked about. See to it that your window display is changed frequently, and that everything is bright and attractive in appearance. Put your store in order; see that everything is in keeping with the season—bright, cheerful, and enticing.

Then see to it that yourself and clerks show the spirit of the times. Have a pleasant greeting and a kind word for every one that enters the store; a smile does not cost anything and gains much more business than a frown. See to it that peace and good-will pervade the establishment, and all who enter will notice it. Finally, do your business with this feeling prevailing—that you will make the most of the holiday season, both as a business-getter and as a time of personal friendships, and there will probably be no cause for disappointment when the season is over.

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.

HÆMOTROPIN. — 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.

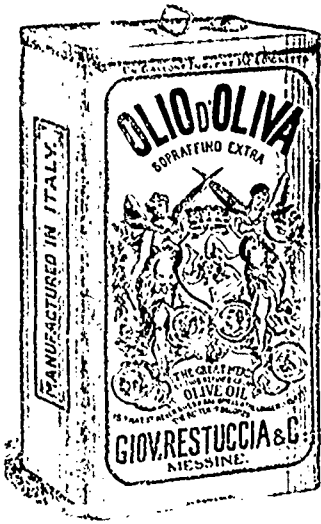
The stock lists, the signatures and the letters convince us that the Druggists' Corporation is no longer a company with a prospectus and three names, but that it is a great business success. The retail trade have taken hold of it heartily, its members have given not only their sympathy and their names but also their money to the under-taking, 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



We are noted for selling the Finest

Gream Salad

OLIVE OIL...

Guaranteed Chemically Pure

Put up in 1 Imp. Gallon Tins

Send us your Mail Order

We are now putting on the market

GE-ESS-GO3 Gream Salad Oil
In 12 oz. bottles, nicely put up.

GE-ESS-GOS Hypophosphite Tablets Retailing at 50c. a box.

Loring's Gelery Gough Drops
In 5-cent packages. The best cough drop in the market

Heide's Licorice Pastilles
HEIDE'S Mint and Assorted Fjubes.

Billings Clapp & Co.'s SLIPPERY ELM LOZENGES

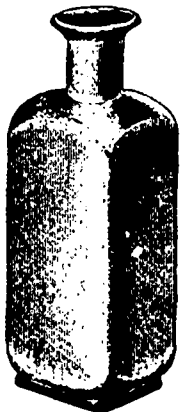
Send for Quotations

CANADIAN SPECIALTY CO.
38 Front St. E. - TORONTO, ONT.

Are You

Using our Prescription Bottles, made up in our special *Wallacburg White Glass*?

IF NOT YOU ARE



Cheating Yourself



HANDLED BY ALL THE LEADING JOBBERS.

SYDENHAM GLASS CO.,
Of *Wallacburg (Limited)*.

Extemporaneous Emulsions.....

Are rapidly and perfectly made by the use of

Acacine

The Perfect Emulsifier

90c. per package (1 lb.)

Cod Liver Oil.....	8 ozs.
Acacine	1 1/2 ozs.
Oil Lemon.....	1 dr.
Calc. Hypophos	40 grs.
Sod. "	40 grs.
Acid Citric	20 grs.
Syrup	2 ozs.
Water to make	16 ozs.

F.S.A.; or,

Put Acacine into a dry 16-oz. bottle and add 4 ozs. of oil with flavor and hypophosphites; shake well and add 4 ozs. of water in which acid is dissolved; shake, then add the syrup and 4 ozs. more oil; shake well and make up to 16 ozs. with water. **It never fails.**



"Diamond" Powdered Lye

Our "Diamond" Lye is cheaper and better than any other Lye offered. It pays the retailer better and he can recommend it: First, for **Purity**; it is full strength caustic soda. Second, because **Full Weight**. Third, for **Convenience** and **Economy**. It is sold in sound tin cans having two covers, neither of which are damaged in opening. After using a portion, the can may be perfectly sealed again and its contents preserved.

\$3.60 per case of 4 doz., 5 per cent. 30 days.



Canadian Cattle Spice

The usefulness of a good tonic powder for live stock is too well recognized for it to be necessary that we should endeavour to enlighten any one on the subject. Perhaps, however, there may be room for a little more push in that line. To make this possible we will be pleased to supply you with advertising matter for distribution; and we offer you in our "**Canadian Cattle Spice**" an article of real merit at a low price. Sold in 100 lb. bags at \$4.00 per bag, and in 10c. samples, attractively put up in cartons containing about a quart, at 70c. per dozen.



Crown Gelatine

75c. dozen. 1 package makes 1 quart.



ELLIOT & CO.
5 Front St. E. = Toronto.

Writing to us about our

Wall Papers



a customer says they are

“Ahead of anything in town.”



If you place your order with us, you are sure of having the best.

Write us; we will have traveller call or will send samples.



M. Staunton & Co.

Manufacturers

Toronto.

MONEY For Canadian Druggists!



Subscription \$1.00 per year.

Sample Copy Free.

— ADDRESS —

MEYER BROTHERS DRUGGIST,

425 CLARK AVENUE.

ST. LOUIS, MO., U. S. A.

Prices Tell

if

Quality is Right

	Per dozen
Beef, Iron and Wine.....	\$4 00
Buchu Kidney Cure.	\$1 50
Case's Corn Cure.....	75c. and \$1 25
Catarrh Cure, with Blower.....	\$1 50
Compound Syrup of White Pine, 3 oz. bott.	\$1 25
“ “ “ “ and Tar, “	\$1 25

	Per dozen
Jelly of Cucumber and Roses, in tubes..	60c., \$1 25
Daisy Butter Color, DePoirrier's	80c., \$1 60
Dental Toothache Gum.....	50
“Easy-Breathing” Asthma Remedy..	\$1 50, \$3 50
Perfect Headache Wafers.	\$1 50
Mystic Corn Salve.	50

Druggists who have bought the goods above mentioned know that they sell well and give satisfaction, yet they are only 12 out of 224 articles on our list which sell equally well.

The Toronto Pharmacal Co., Limited,

136 Bay Street Toronto

packing boxes, but the west has held out.

Wholesalers claim that the movement will mean a large direct loss, which must be met in some way, probably by a slight advance in prices. The retail trade outside the cities will be the gainers, provided the wholesale trade do not make it up in prices charged; while the city dealer stands to lose if prices are advanced, without any advantage in any case, as goods in the cities were always delivered free and without packing boxes.

Pharmacy in Quebec.

The following amendments to the Quebec Pharmacy Act are asked for by the Grocers' Association.

Her Majesty, by and with the advice and consent of the Legislature of Quebec, enacts as follows:

I. Article 4039 of the Revised Statutes of the province of Quebec, as replaced by chapter 46, 53 Victoria, section 12, is again replaced by the following:

4039. Nothing herein shall prevent the sale, by persons not registered in pursuance of this law, of the following articles: All patent medicines, alum, bicarbonate of soda, borax, camomile, carbonate of lime, castor oil, cochineal, cod liver oil, cream of tartar, epsom salts, flavoring extracts, ginger, sulphur, glycerine, gum arabic, hops, linseed, linseed meal, senna, tartaric acid.

It is sincerely to be hoped that the legislature which is now in session at Quebec will not stultify their former legislation by incorporating the amendment asked for.

To say nothing of vested interests, of practical experience gained by mastering the curriculum of study pursued by druggists, the public safety demands that as far as possible the sale of drugs and medicines, more especially of those containing articles which are included in the list of poisons, and the sale of which must be registered, should be kept in the hands of those who are qualified, both by experience and intelligence, to deal in such lines.

The Pharmaceutical Association of Quebec, we believe, are willing to grant that "in places where no licensed druggist is in business," the sale of simple patent medicines should be allowed by others, but they claim, and very justly, that the public interests and welfare are better served by allowing the law to remain as it is at present.

We have not yet seen any reasonable argument advanced why preparations of

the kind mentioned should be allowed to be sold elsewhere than by druggists in localities where drug stores exist. We all know that in Europe such a thing is not permitted, and certainly the public health and welfare of Canadians is every whit as important as are those of the older nations.

New Postal Decisions.

Arrangements have been made for an interchange of parcels by post between Canada and Bermuda, commencing the first of January, 1898. The postage rate to and from Bermuda will be sixteen cents per pound, and twelve cents per pound for each subsequent pound or fraction thereof.

After considerable correspondence, which has extended over a course of years, the Postmaster-General has informed the Manitoba Board of Health that the Government will allow the transmission of diseased tissue through the mail as fifth-class matter, which is to be closely packed in specially constructed double cans.

History of Saccharine.

Notwithstanding the vigorous attacks made upon the new product, it seems to be not only maintaining its position, but progressing commercially. A German paper thus decants on the development of this formidable rival to sugar: "Hydra sugar is the commercial name of the expurgated and re-crystallized form of the article which has been known for nearly twenty years or more as saccharine, which, while possessing to an intense degree the quality of sweetness, was so combined with objectionable impurities as to render it unfit, or not well adapted for more than a very limited line of uses. Hydra sugar, the purified form, which is the pure sweet, 100 per cent. pure, is a most interesting product, inasmuch as it is capable of such extended uses in the arts and manufactures, being perfectly wholesome, according to extended and thorough examinations by various experts in food products, and is therefore not open to the objection that is sometimes rightly urged against synthetic substitutes for long well-known substances. The material was first produced in the laboratory of the Johns Hopkins University at Baltimore about twenty years ago; and when the announcement was first made that such a substance had been produced from coal tar with such marvellous sweetness, it was received with incredulity by all, even by the renowned scientists of Europe, who jested over the matter and suggested, that according to tradition, bread had been made from stones, and that the recent discovery probably heralded the re-approach of the age of miracles. It did not take long, however, to convince the world that the sweetening power and

other good qualities of this article, when it could be obtained in a perfectly pure state had not been exaggerated. The trouble until recently has been to furnish an article free from objectionable impurities at a reasonable cost. This purely economical problem has now been solved satisfactorily, and the goods are offered under the name of hydra sugar, which is perfectly pure and 550 times sweeter than pure cane sugar. It has been tested and experimented with on human and animal life by innumerable well-known chemists, and is found to be perfectly wholesome. It has the indorsement of the German and American governments, who use it in army rations. It is frequently prescribed by physicians, and is an absolute necessity for diabetic patients, by whom it is used in tablet form as a sweetener of beverages, tea, coffee, etc. It has not to any considerable extent the food properties of sugar; but, on the other hand, it lacks some of the undesirable properties and this, taken in connection with the fact that comparative cost, relative strength considered, is considerably lower than even the now very low prices of pure cane sugar, makes it a most interesting article, not only to scientist, but to manufacturers and to the general public.

The following Ontario College of Pharmacy graduates passed very successful examinations at the last meeting of the North Dakota State Board of Pharmacy, held at Fargo, N.D.: W. A. Master, '96; Fred. A. Wilson, '97; H. S. Monkman, '97. They are now registered Pharmacists according to Uncle Sam's laws.

Some pharmacists are very injudicious in their buying and selling. They buy articles which they are unlikely to sell, or buy in much larger quantities drugs which it is necessary to have fresh, that they become unsalable long before they are disposed of. Or they make the mistake in regard to drugs which keep well, of buying in too small quantities to make their sale reasonably profitable; whereas, if not able by himself to purchase in large quantities, by uniting with two or three of their fellows, they could buy in such quantities as to secure a very advantageous discount. Indiscretion in purchasing is apt to force one to indiscreet prices in selling; thus the business suffers in both respects.

Mr. John B. Curtis, who died recently in Maine, made over \$500,000 out of spruce gum. When a mere boy he originated the industry. At first he had not only to get and prepare the gum but had to teach the public to chew it.

The British Colonial Druggist is authority for the following statement that in Russia cows wear blue spectacles to protect their eyes from the glare of the snow, which produces blindness. A Moscow merchant has purchased a million pairs from an English manufacturer during the past five years.

Your Emergency Calls.

When an accident causing bodily injury, or when sudden illness through poisoning occurs, it is very likely that the drug store will be the first place to which the sufferer will be taken. It has been so in the past, and it doubtless will be so in the future. Now what preparation has the druggist made for such emergencies? When the victim of poison or accident is brought to you there is an assumption on the part of the public that you know better than any other accessible person what is best to be done to relieve present distress, and to keep the patient in proper condition until a physician can be brought.

We are sure that in emergencies as above indicated at least three classes of druggists may be found. One will be dazed, nervous, and as incapable as a child. Another will be officious, fussy, but likewise incapable. A third will be cool, ready, and prompt to grasp the situation, and to afford all practical relief.

These differences are in part due to natural characteristics, but mainly to a lack of training. We hold that if a druggist desires to make himself felt as a really valuable and necessary factor in the community in which he lives, he ought to prepare himself to act efficiently in emergencies—to know without looking up his books what certain symptoms indicate, and what antidotes are necessary. He should be informed in the use of styptics, and capable of applying the tourniquet. The occasion for such service may be long in coming, but when it comes it is likely to fix for all time the status of the druggist in the community in which he lives. What are you doing in the way of preparation for emergencies?—*California Druggist.*

War on Department Stores.

The retail drug trade in New York has been diligently canvassed on behalf of an effort to organize the druggists against the departmental stores. It is proposed to bring influence to bear on the legislature in favor of the passing of a law prohibiting the sale of drugs and medicines by departmental stores. The organizers of the present movement advocate the amendment of the pharmacy act so as to rigidly limit the sale of all drugs and medicines to licensed pharmacists, and to make it unlawful to expose medicines in a store not owned by a licensed pharmacist.

An agreement to stand together and defray the expenses of the proposed agitation has been signed by a limited number of retail druggists in this city. The active work of organization is in the hands of one or two men. As soon as a hundred pharmacists have signed the agreement a fee of five dollars must be paid by each signer, and all persons joining the

movement thereafter must pay the same fee. An additional five dollars per individual is to be paid in on January 1st next, and a remaining ten dollars will be due as soon as the desired law is enacted.

Meanwhile the practical question of recommending amendments to the new pharmacy provisions of the law as applied to Greater New York is in the hands of a joint conference committee representing the New York College of Pharmacy, the Brooklyn Pharmaceutical Association, and the German Apothecaries' Society. This committee expects to have a report prepared some time this month.

The President of the O.C.P.

Perhaps no name among the retail druggists of this Province, and, we might say, of Canada, is more familiar than that of Mr. Henry Watters, of Ottawa. Occupying the prominent position that he does as president of the Ontario College of



Mr. Henry Watters.

Pharmacy, and one whose business ability and sound judgment makes him an authority in whatever relates to the drug trade, he ranks as one of the leading members of the profession.

Mr. Watters was born in Ottawa June 1st, 1853, and is therefore in the prime of life. He was educated at the public and grammar schools, and at the age of sixteen commenced his drug career by an apprenticeship with Mr. Wm. Hearn, with whom he remained till February, 1870, when he entered the employ of the late Mr. John Roberts, with whom he continued without intermission for fourteen years.

He passed his examination at the Ontario College of Pharmacy in February, 1874, taking second prize. He commenced business on his own account in his native city in 1883, and has been very successful, doing perhaps one of the largest businesses in the Capitol City. Mr. Watters was first elected as member

of the Council of the Ontario College of Pharmacy in 1887, and at the first meeting of the present Council was unanimously elected president.

Proverbs of the Turks.

The following are a few proverbs translated from the Turkish language :

He who has lived long does not know much ; (but) he who has travelled much knows much.

A true word is more bitter than poison.

If a horse dies his saddle remains behind him ; if a man dies, his name remains.

If an enemy be (as small) as an ant, think him an elephant.

The rose grows from the thorn, and thorn from the rose.

A thousand sorrows do not pay one debt.

To-day's eggs are better than to-morrow's fowls.

A little hill in a low place thinks itself a mountain.

Man is the mirror of man.

The tongue proclaims the man.

Eat and drink with a friend, but do not trade with him.

The arrow which has been cast does not come back.

He who spits at the wind spits in his own face.

The soul is the companion of the soul.

He who knows his business, he who knows his companion and he who knows his food does not get poor.

Believe not in the great ; lean not on water ; trust not in the dying day ; do not believe a woman's word, and do not trust to the courage of your horse.

He who does not learn how to serve will also not know how to act as master.

He who goes often to a friend sees a sour face.

God builds the nest of the blind bird.

Without trouble, one eats no honey.

Patience is the key to joy.

Hunger brings the wolf out of the wood.

What good is soap to a negro or advice to a fool ?

A sweet tongue draws the snake forth from the earth.

Bagdad is not far to a lover.

He who wants a faultless friend remains friendless.

A live fox is better than a dead lion

He is most fortunate who is in his cradle.

A faithful friend is better than one's own relatives.

A wife makes or breaks a house ; "Kari evi yapar, kara evi yakar."

Stretch out your legs according to the length of your quilt.

Give up your head, but not a secret.

He who tells the truth is turned out of nine cities.

The eye is a window which looks into the heart.

The little must obey the great.

“FLY PADS.”

ARCHDALE WILSON & CO.

Direct the attention of the Drug Trade to the judgment of Hon. Mr. Justice Rose, restraining The Lyman Brothers and Company (Limited) from imitating “Fly Pads,” and give public

NOTICE

that all parties manufacturing or selling imitations of “Fly Pads” will be proceeded against in the Courts.

In the High Court of Justice.

BETWEEN ARCHDALE WILSON & COMPANY, Plaintiffs,

—AND—

LYMAN BROTHERS & COMPANY (Limited), Defendants.

The 23rd day of June, A.D. 1897.

1. This action having on the 25th and 26th days of January, A.D. 1897, been tried before the Hon. Mr. Justice Rose, and the said the Hon. Mr. Justice Rose on the 23rd day of June, A.D. 1897, having adjudged that the way in which the defendants have put up their fly paper, both as to the form, the envelopes, the packing into boxes and the ornamentation of the boxes, and the advertisements, was calculated to mislead.

2. IT IS THIS DAY ADJUDGED that the defendants, their servants, agents and workmen, be, and they are hereby, restrained from continuing to put up and advertise such matter as to mislead.

3. And this Court doth not think fit to make any other order in the matter.

4. And it is further ordered that there be no costs of and incidental to the trial of this action to either party.
Judgment entered 15th October, 1897.

S. H. GHENT, Deputy Clerk at Hamilton.

RADLAUER'S ANTISEPTIC PERLES

Of Pleasant Taste and Fragrance.

Non-Poisonous and strongly Antiseptic.

These Perles closely resemble the sublimates and carbolic acid in their antiseptic action. A preventive of diphtheric infection.

For the rational cleansing and disinfection of the mouth, teeth, pharynx, and especially of the tonsils, and for immediately removing disagreeable odors emanating from the mouth and nose.

A perfect substitute for mouth and teeth washes and gargles. Radlauer's Antiseptic Perles take special effect where swallowing is difficult in inflammation of the throat and tonsils, catarrh of the gums, periostitis dentalis, stomatitis mercurialis, salivation, angina, and thrush.

A few of the “Perles” placed in the mouth dissolve into a strongly antiseptic fluid of agreeable taste, cleanse the mouth and mucous membrane of the pharynx, and immediately remove the fungi, germs, and putrid substance accumulating about the tonsils, thereby preventing any further injury to the teeth.

METHOD OF APPLICATION:

Take 2—4 Perles, let them dissolve slowly in the mouth, and then swallow. Being packed in small and handy tins, Radlauer's Antiseptic Perles can always be carried in the pocket.

MANUFACTURED BY

S. RADLAUER - Pharmaceutical Chemist

BERLIN W., GERMANY

W. J. DYAS, Toronto, Ont., Wholesale Agent for Canada.

Cough Drop Cartons

Folding Pill Boxes

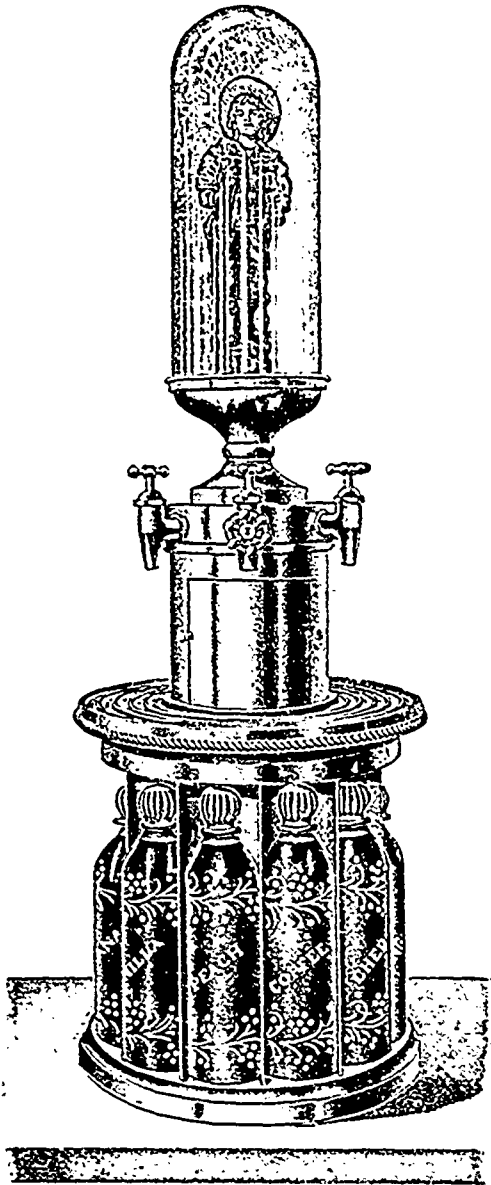
Lithographed Labels

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Containers, Etc.

KNOWLES & CO.

LONDON, ONT.



The
**“Huyler
 Stand”**

Is probably the most popular style of silver fixture ever used as a soda water apparatus. It combines both beauty and convenience, and is altogether a very desirable fountain. The extra thick ice-box with our heavy cylinder coolers are a guarantee that the soda will always be cold. The large copper cylinder around which the bottle stand revolves holds about fifty pounds of ice, thus insuring cold syrups no matter how warm the weather. It is 34 in. high, 15 in. wide at the base, and height over all, 57 in.

We offer this handsome fixture — an ornament to any store—serviceable for the largest trade—together with these sundries :

- Half dozen best quality soda holders
- “ “ “ “ mineral holders
- One dozen 8-in. soda spoons
- “ “ fancy syrup bottles
- One marble slab, 6 ft. x 20 in. x 7/8 in.

\$200
 CASH
 for

carefully boxed and delivered, F.O.B. Buffalo, N.Y. Sent on approval anywhere on receipt of cheque for \$20 to cover shipping expenses.

Trust Price, same goods, \$350

WE ARE NOT IN THE
 SODA FOUNTAIN TRUST



We are manufacturing the Finest Onyx and Marble
Fountains in America

Our Prices will interest you



Catalogue for the asking

W. J. McCAHILL & CO., = BUFFALO, N.Y.

German Unofficial Formulæ.

The German *Apotheker Verein*, previous to the publication of the last Pharmacopœia of the country, felt the necessity for supplementing the existing Pharmacopœia by compiling a book of standards for unofficial drugs and compounds, and the publication of it met with appreciative acceptance. In preparing a new edition, the *Verein* has extended the work considerably, and it now rivals in scope and size the "Arzneibuch für das Deutsche Reich," as the German Pharmacopœia is officially and patriotically called. The book is much more than a formulary such as the "B.P.C.," one of the "National Formulary" of the American Pharmaceutical Association. It is substantially an unofficial Pharmacopœia, and chemicals and drugs are described in it with the precision of official Pharmacopœias. Amongst the medicines so described amongst the A's are the following:

Acetinum,
Acidum arsenicum,
Acidum gallicum,
Acidum hydrochloric, crud.,
Acidum hydrocyanicum,
Acidum monochloracetum,
Acidum oleicum,
Acidum osmicum,
Acidum oxalicum,
Acidum phosphoricum glaciale,
Acidum picricum,
Acidum sozolicum,
Acidum stearicum,
Acidum succinicum,
Acidum sulfuricum fumans,
Acidum sulfurosum,
Acidum valerianicum,
Aconitum,
Adeps butyri,
Adeps laneæ,
Adonidinum.
Acrugo,
Aether iodatus,
Aethylenur chloratum,
Aethylidenum chloratum,
Agar agar,
Alcanninum,
Alcohol absolutus,
Alcohol amylicus,
Alumnolum,
Ambra,
Ammonium benzoicum.

These are about half of the chemicals and crude drugs in the A's. None of them are official ("Arzneimittel, welche in dem 'Arzneibuch für das Deutsche Reich,' . . . nicht enthalten sind" is the title of the book), and the characters and tests given have been carefully determined, so that manufacturers and others who require recognized standards will find the book useful.

The formulæ contained in the book are also valuable, and are not confined to purely medicinal preparations, as the following examples show. In quoting these examples we would remind British chemists and druggists that all the ingredients (liquids as well as solids) must be taken by weight. If it is desired to measure the liquids the volume may be ascertained by dividing the parts prescribed by the specific gravity of the liquid—e.g., "Chloroform, 5 parts," $5 \div 1.49 = 3.4$ (nearly), so that if taken in drachms $\mathfrak{z}\text{ij}$, mxxiv should be the measure.

KUMMERFELT'S TOILET WATER.

Camphor, finely powdered. 1 part.
Gum arabic, finely powdered. 2 parts.
Milk of sulphur 12 parts.

Mix and rub with:

Rose water 40 parts.

Then add:

Lime water 45 parts.

Shake well, also shake before use.

ANTISEPTIC MOUTH-WASH OR DENTIFRICE.

Thymol 1 part.
Rectified spirit 100 parts.
Glycerine 10 parts.
Chloroform 5 parts.
Oil of peppermint 1 part.
Oil of eucalyptus $1\frac{1}{2}$ parts.
Oil of lemon 2 parts.

Mix to form a clear and colorless solution.

WHITE TOOTH POWDER.

Precipitated chalk 945 parts.
Powdered medicinal soap 50 parts.
Oil of peppermint 5 parts.

BOTOT'S DENTIFRICE.

Cloves in coarse powder 30 parts.
Cinnamon in coarse powder 30 parts.
Anise in coarse powder 30 parts.
Cochineal in coarse powder 20 parts.
Rectified spirit 2000 parts.

Macerate for a week, shaking occasionally, filter, and in the filtrate dissolve:

Oil of peppermint 15 parts.

SALOL DENTIFRICE.

Salol $2\frac{1}{2}$ grams.
Rectified spirit 97 grams.
Oil of peppermint 50 cgm.
Oil of cloves 4 cgm.
Oil of caraway 4 cgm.
Saccharin 4 gm.

Mix to form a clear solution.

ASTHMA PAPER.

Potassium nitrate 17 parts.
Extract of stramonium 10 parts.
Sugar 20 parts.
Hot water 100 parts.

Dissolve the solids in the hot water, and in the solution saturate white filter paper, which dry.

SALICYLIC COLLODION. CORN CURE.

Extract of Indian hemp 1 part.
Salicylic acid 10 parts.
Turpentine 5 parts.

Dissolve by shaking in:

Collodion 82 parts.

When dissolved add:

Glacial acetic acid 2 parts.

Venice turpentine, and not oil of turpentine, is intended.

ZINC PASTE.

Fine-t white gelatine 15 parts.
Water 35 parts.

Macerate until the gelatine is soft, then add:

Glycerine 25 parts.

Heat on a water bath until the gelatine is dissolved, and to the solution add carefully, stirring all the time, a mixture of:

Zinc oxide 10 parts.
Glycerine 15 parts.

Then add water sufficient to make the whole weigh 100 parts. For the soft paste use 10 parts of gelatine.

WOOLFAT CREAM.

Spermaceti 20 parts.
Yellow vaseline 60 parts.

Melt, and when half cold add:

Woolfat 80 parts.
Water 100 parts.

Mix, and to each 50 grams (\mathfrak{z} iss) add 1 drop of otto of rose.

LASSAR'S TOOTH POWDER.

Precipitated chalk 100 parts.
Potassium chlorate $2\frac{1}{2}$ parts.
Pumice, in fine powder $2\frac{1}{2}$ parts.
Powdered medicinal soap 25 parts.
Oil of peppermint 1 part.

Mix.

We have selected the foregoing recipes as exemplifying counter specialties, and we hope to supplement them by a few formulæ for medicinal preparations, which are sometimes called for in prescriptions. The book is, of course, intended for German pharmacists, and is printed in German, so that it is only useful to those who can read that language. Those of our subscribers who would like copies of it should address, *Der Deutscher Apotheker, Verein, Berlin*, enclosing 6s. 6d., which is the price of the book and postage. It extends to 379 pages, and is handsomely bound.—*The Chemist and Druggist.*

Pictures by Telegraph.

Ernest A. Hummel, a manufacturing jeweller of St. Paul, Minn., has invented a device which will send photographs over thousands of miles of telegraph wire. Mr. Hummel has made three tests in the last few days, which prove that a photograph can be sent over the wires as far as words, and with remarkable accuracy.

Mr. Hummel telegraphed over 320 miles of wire recently a striking likeness of Adolph Luetgert, now on trial for murder in Chicago, Albert Scheffer, a well-known St. Paul politician, and Mrs. H. R. Gibbs, a Minnesota temperance leader. The instrument will be useful in sending by wire photographs of prominent persons during conventions, and probably of great service in the detection of fleeing criminals.

AN INTRICATE DEVICE.

Mr. Hummel's device is somewhat intricate, combining three or four different motive powers. Transmitter and receiver are each largely of brass, and, while

heavier in construction, would but for the projecting table on which the drawing of the picture in the one, or the blank paper for the impression in the other, is placed, not occupy more space than an ordinary typewriting machine.

Receiver and transmitter each has diminutive electric motor, smaller than the case of a small pair of glasses, which operates the carriage which hauls the copying pencils of the machine back and forth over the area to be copied. In the transmitter this carriage is equipped with a projecting arm, in whose vulcanized rubber extremity is inserted a sharp platinum point.

This platinum point is drawn by an ingenious automatic clockwork contrivance over the surface of the plate each time a minute distance from the line in which it moved before, the adjustment being accomplished by a screw and a triple series of ratchets which, by turning the screw more or less, regulates the width between the lines.

After the machine is connected with the electric circuit and the platinum point is set in motion, each time it encounters a strip of shellac the circuit is broken. This break in the circuit throws down against the receiving paper in the complementary part of the machine a sharp needle point, which etches into the surface a line corresponding to the course taken by the platinum point while on the shellac insulation. When the platinum point has passed over the shellac and the circuit is again closed, the needle point is lifted.

The most careful adjustment of the clockwork is necessary for harmonious working of the instruments. While the carriage is propelled by the electric motor the clockwork is necessary to control its velocity, and this is accomplished with the assistance, in addition to the ordinary looking system of cogs, of several whirling fans, not unlike the governor of a steam engine, except that they have disks instead of spheres. The instrument takes a complete photograph in about twenty minutes.

A Short Catechism.

By EDGAR THORNE.

When a rooster keeps you awake half the night, what is he? *A crocus.*

What will you call a walking stick owned in partnership with another? *A cocaine.*

What is a very small horse? *A pony.*

What are puffs which appear on the legs of horses? *They argols.*

What is a broom handle in the hands of a crabbed woman? *A justice.*

What will be the result if you strike your father with a poker? *It will cause your papain.*

What town may whales be said to live in? *Spermaceti.*

What may a butcher's stable be used for? *To keep a stearin.*

When you resolve to curb your violent

temper, what confession should you make? *I have a terebene.*

What country would be a good one to dwell in? *Brazilwood.*

What is the choicest part of a beef? *A loin.*

If you decorate your donkey with flowers, what might it be called? *A blue mass (bloom ass).*

How can a prize fighter win the championship? *He must betol others.*

When the father, mother, and children have the measles, they are *allyl.*—*Meyer Bros. Druggist.*

Window Sweating.

Mr. Arthur E. Friant, an expert window trimmer, has made a careful study of window sweating, and has given it a great deal of thought and consideration. He started out with an idea of trying an experiment which has been the means of having clear windows in all seasons of the year. He has this to say on that always interesting subject:

Our windows are eighteen feet long and ten feet wide, with basement under the whole front. There are other windows in our front with smaller dimensions, but it was in the larger ones where I first tried my experiment. Our building is steam heated, which is a bad thing, as it helps the sweating of windows, because it is a damp heat.

Now, I first had two large sections taken up in the window floor, so I could see how my windows looked under the space. I found that I could see large cracks, which no doubt let in a great deal of cold air, so I filled these cracks with packing, same as is used in caulking seams in a boat. I then filled in the whole space under window floor with sand about three inches deep (see Fig. 1). My idea in doing this was to keep all possible dampness out of window.

After I had done this I cut a square hole in the floor under window floor of platform, which led into basement. The only space for air to come in was through large hole, which was perfectly tight all around air space (see Figs. 2 and 3). The heat from the top of basement naturally would cause a draught in this air space, from the fact that the air in the window was cooler than the air in basement, and, as hot air rises always because it is lighter than cold air the hot air in basement rose to the windows. The doors leading from store into window were taken off their hinges, and this allowed the air from the basement to circulate through the whole window. Then we took a thermometer, and tried the temperature of the basement first, then of the window, also of the interior of store. They were found to be all of the same temperature.

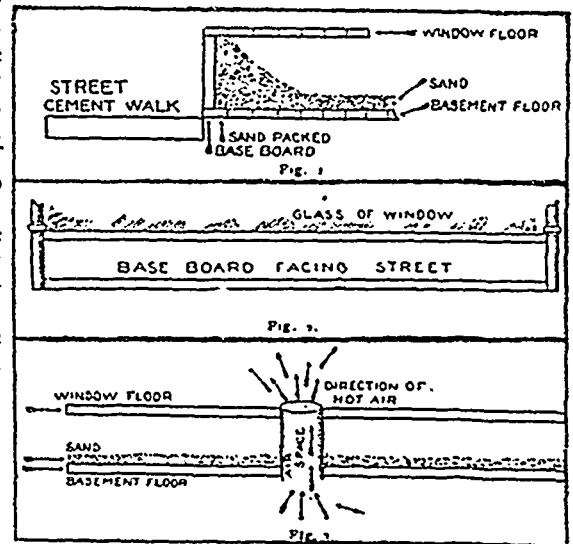
If you will notice your store door in

the coldest weather you will see that they very seldom freeze or sweat, because the heat of the store strikes the whole glass, and the temperature is alike from bottom of the door to the top.

I will tell you of an experiment I tried when I was considering the sweating of my windows. I took a common glass fruit jar, without cover, and heated it. After heating it I placed it in the cold air. After watching it some time I saw no sweat on the jar. Then I exposed the same jar to a very cold temperature for quite a time. When it had become very cold I took it inside, and found that sweat had formed all over it.

I will ask if this does not prove to us that glass will sweat quicker when once cold and then exposed to warm temperature, than if the same glass is warmed first and then exposed to a cold temperature?

If this be true, which I have reason to believe, isn't it far better for the men who have to trim these windows? I can step into my windows now with the same amount of comfort that I would walk about the store.



I wish to say further that parties who own stores without heat in basement will find this plan work by placing a common lamp under air chamber. This has been tried and found a good success.—*Journal of Window Dressing.*

We were favored with a call recently from Mr. P. L. Newbery, of the firm of Francis Newbery & Sons, London, England, dealers in proprietary medicines, drug sundries, etc. Mr. Newbery has been in Canada for about three months, soliciting orders from the retail trade, and reports business as good, especially in the eastern cities. He left Toronto for Winnipeg, en route for British Columbia, and from there he goes to Southern California to spend the winter.

Epidermin consists of equal parts of white wax, glycerin, mucilage of acacia, and distilled water.

It pays

Every Druggist to put up his own Proprietary Medicines and push their sale as far as compatible with fairness to manufacturers of standard patents.

Lawson & Jones' Containers

are the handiest, most attractive, and cheapest to use.

We have the most complete facilities in Canada for

... **Lithographing** ...
... **Printing** ...
and
... **Box-Making** ...

for the Drug Trade

IT WILL PAY YOU TO WRITE US

Lawson & Jones,
LONDON, ONT.

BOVRIL

is a fluid beef prepared from the choicest cattle raised in the Argentine Republic and Australia.

BOVRIL

contains both the stimulating and the nutritious properties of beef, and will sustain life without the aid of other nutritious food.

BOVRIL

is suitable to all, from the infant to the athlete, and can be retained and relished by invalids when all other food is rejected.

Sold by all first-class Druggists and Grocers throughout the Dominion.

Bovril, Limited,

30 Farringdon Street, London, Eng.

Canadian Branch: 27 St. Peter Street, Montreal.

Not The BARGAIN COUNTER KIND

A drug or medicine whose only merit is that it can be sold cheap, is not altogether one that is calculated to inspire confidence of physicians. No physician would expect good results from quinine sold under an unknown or doubtful brand. This applies all along the line, especially to Belladonna Plasters. Untried, unknown, doubtful, "no particular" kinds and names are sold at any price you choose to offer. Johnson's Belladonna Plasters are not this kind. They are not Bargain Counter Belladonna Plasters. In buying a suit of clothes, or in buying Belladonna Plasters, one must pay a fair price for a good article.

Johnson's Belladonna Plasters

are made to cure disease, as well as to sell. Belladonna of the right sort, mixed and spread in the right way is in the plaster, not solely on the label. Doctors who want to cure, patients who want to get well, druggists who want to win and keep their trade, rely on Johnson's Belladonna Plasters. No more need be said except to ask you to send your name and address to our advertising department asking for cards and literature to help you sell more of Johnson's Belladonna Plasters.

JOHNSON & JOHNSON

GILMOUR BROS. & CO., Sole Agents for Canada, MONTREAL

SUNDRIES DEPARTMENT

The J. Stevens & Son, London

Crystal Rapide

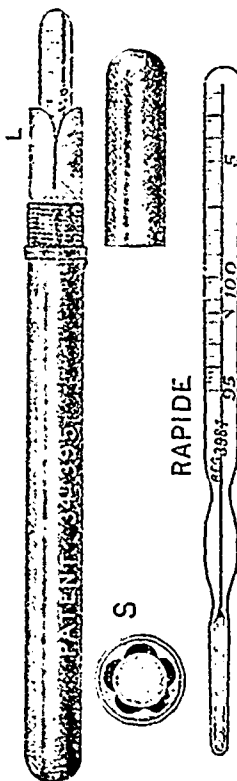
Our quick registering Thermometer

This Thermometer is always reliable.
It registers in one minute.
It is made of crystal glass.
It is supplied in our Patent Safety Case as illustrated here.

Net Price to the Trade In Patent Safety Cases \$15 doz.

In Ordinary H.R. Cases \$10 doz.

Terms: 5 Thirty Days, or Three Months Net



The J. Stevens & Son, London, Thermometers are strictly high class. Each one bearing the name of J. Stevens & Son, London, is guaranteed by us, and exchanged or money refunded if not satisfactory.

The J. Stevens & Son Co., Limited

145 Wellington St. W., Toronto

PROVIDENCE FUR CO.
104 Westminster St.
PROVIDENCE, R.I., U.S.A.

Buyers of Raw Furs and Skins
Ginseng and Seneca Root

We will pay \$4.50 to \$5.00 per lb. for all Ginseng, cleaned and properly handled, shipped to our house during the months of November and December.

Price List of Furs forwarded on Application

FRENCH COLLEGE
138 Avenue Road, Toronto.

Exclusively devoted to the FRENCH teaching, PRACTICAL teaching by NATIVE teachers, under the direction of MAURICE QUENEAU.

N.B.—Ask for the Programme.

The only Pills which purge without pain

BOISSY'S
SAPONACEOUS
PILLS

LAXATIVE
PURGATIVE
REFRESHING

The Box of 40 Pills: 2/- free by Post.
Ph^{ce} BOISSY, 2, Place Vendôme, PARIS

Agent: M. DECARY, Pharmacist, Montreal

W.A. GILL & Co. COLUMBUS, OHIO, U.S.A.

PLAIN, LACQUERED AND DECORATED

BOXES

MAKE THE BEST SEAMLESS TIN

BOXES

IN THE MARKET

For sale at Manufacturers' Prices by the leading wholesale druggists and druggists' sundrymen throughout Canada.

Complete Illustrated Price List free on Application

All Wholesale Druggists keep in stock and will supply retail druggists with

Wood's Phosphodine, Retail \$1.
Cook's Cotton Root Compound, No. 1, Retail \$1.
Cook's Cotton Root Compound, No. 2, Retail \$3.

Many retail druggists sell dozens of these goods while others only sell a few boxes. The reason for these variations in sales are that one orders from his jobber in not less quantity than one dozen Wood's Phosphodine, one dozen Cook's Cotton Root Compound No. 1, and a half dozen Cook's Cotton Root Compound No. 2, and places the dozen cartons on his show case where they can be seen and examined by customers. The other orders a few boxes and hides them in a drawer behind his counter where they cannot be seen, or what is still worse, waits until a customer asks for the goods and then orders a box or two; thus one druggist sells many dozens, the other a few boxes or none at all. These goods all afford a liberal profit to the retailer, and are liberally advertised in nearly all papers from Cape Breton to British Columbia. No retail druggist can make a mistake in ordering from his jobber at least one dozen each of these goods and placing them on his show case where they can be seen. Druggist who have only purchased a few boxes and placed them in a drawer behind their counter will, by purchasing in quantity and placing where they can be seen, be surprised how quickly they will be sold. There is only one way to sell goods, and that is to keep a supply.

Canadian Druggists' Exchange

Conducted by DR. W. E. HAMILL
JANES BUILDING, TORONTO.

If you want to sell
If you want to buy **A Drug Store**
ANYWHERE

Send for our Plan

Full data of about a dozen Stores
always on hand.

It Saves Time and Money

Diseases of the Stomach.

COCAINE, PEPSINE, NARGEINE.

The ANTIGASTRALGIQUE WINCKLER, is the most effective remedy known to medical science for Diseases of the Stomach, Cramps, Indigestion, Dyspepsia, Gastralgia, Vomiting after meals, and during Pregnancy.

DOSE: One or two tablespoonfuls fifteen minutes before meals, or when symptoms appear.

WINCKLER, Pharmacist, Montreuil, Seine.
MONTREAL, M. DECARY.

STIMULATING and REFRESHING

LIQUEUR HOR.

KOLA, COCA and
LIME GLYCEROPHOSPHATE.

A Stimulating Tonic. It Strengthens the Entire System.

Perfect specific for Albuminuria, Nervous Irritability, Phosphaturia, Neuralgia, Consumption, General Debility.

WINCKLER, Pharmacist, Montreuil, Near Paris.

Czarina
Complexion
Powder

Contains no lead or other substances poisonous to the skin, but is a delicately pure and delightfully perfumed complexion beautifier. As a toilet powder it has no equal.

—IN FOUR SHADES—

White, Cream, Brunette, Flesh.

FRANZ JAHN, 73 1/2 King St. W.
TORONTO, ONT.

THE
Lyman Bros. & Co.
LIMITED
TORONTO.

Perfumery

for
Christmas Trade



See Our Samples of

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|---|---------------|
| Atkinson's. | Baldwin's. |
| Bertrand's. | Bailey & Co. |
| Crown Perfumery Co. | Bourjois'. |
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| Lautier Fils. | Lubin's. |
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| Leon Marechal's. | Millot's. |
| Pinand's (Perfumes, Soaps, and Sachets). | |
| Piver's. | Ricksecker's. |
| Roger & Gallet—
(Perfumes, Soaps, Sachets, and Toilet Waters.) | |
| Rebscher's. | Violet's. |
| Warrick Freres. | Woodworth's. |

Also a full line of Toilet Articles—Soaps, Brushes, Sponges, Manicure Cases, etc., Ebony Mirrors and Brushes, Nail Files, etc.

Wishing our
Patrons and Friends

A Merry Christmas AND A Happy New Year

English Menthol Cough Drops
Celebrated English " " } In 20 lb. pails
(Light and dark)

Lambert's Perfumed Ammonia

Unequaled for the Bath.
Very Refreshing.

Trade Notes.

H. E. Wilson has opened a new drug store at Windsor, N.S.

W. M. Hamilton has opened a new drug store at Neepawa, Man.

W. W. Birdsall has opened a new drug store at Fort William, Ont.

J. Stillman has purchased the drug business of E. Bromley, Bright, Ont.

R. M. Glen has purchased the drug business of R. H. Perry, Fergus, Ont.

E. S. Blackie has purchased the drug business of John W. Webb, Halifax, N.S.

Dr. White has purchased the drug business of W. Coleleugh at Wabigoon, Ont.

Dr. Hicks, Griswold, Man., has moved his drug business to his new store on Front street.

The drug store and entire stock of J. Walker, Tiverton, Ont., were destroyed by fire last month.

D. A. Black has purchased the business of the Maple Creek Drug Company, of Maple Creek, Man.

H. Willis has purchased the drug business of Alex. Lemieux, 4 St. John street, Quebec City, Que.

J. S. Brown has opened a new drug store at the corner of Rideau and Friel streets, Ottawa, Ont.

Goodeve Bros. have purchased the drug business of W. G. Hepworth & Co., Grand Forks, B.C.

C. S. Webb has opened a new drug store on the corner of St. Louis and Clark streets, Montreal, Que.

The drug business of Allan Turner & Co., Brockville, Ont., is advertised to be sold by tender on December 15th.

The drug stock of the insolvent estate of E. F. G. Daniel, 1593 Notre Dame street, Montreal, is to be sold by public auction, December 20th and 21st.

The Champion Medicine Co., Limited, formerly doing business in Ohio, N.S., have moved to Tusket, N.S., and the company has been granted letters of incorporation.

Wm. Dagg, formerly with Evans & Sons, Montreal, has opened a drug business in the store formerly occupied by J. McKay, corner of Yonge and Gerrard streets, Toronto.

The Druggists' Corporation of Canada, Limited, with capital stock of \$40,000, and headquarters at Toronto, Ont., has applied for letters of incorporation under a Dominion charter.

Buntin, Gillies & Co., Hamilton, are advertising new tablets and papeteries. As the productions of this house are always noteworthy, dealers would do well to make enquiry in regard to these goods. The firm is agent for Morgan Envelope Co., one of the largest producers of these goods in the world, which makes them headquarters for envelopes.

Montreal Notes.

Mr. Alexander Desmarteau advertises for sale the stock of drugs, fixtures and book debts of the insolvent estate of Mr. E. F. G. Daniel, druggist, amounting to \$4,564.62, tenders to be sent in by noon, Dec. 6th inst.

The corner grocery men have opened the ball and have interviewed the Government to try and have the Pharmacy Act amended so as to enable them to sell drugs and patent medicines. A most unjust demand, in view of the long course of study, with three examinations, exacted from pharmacists in order to protect the public from the handling of drugs by ignorant and inexperienced persons.

It is evident, if the Government should attempt such an injustice, that the grocery men would not be the gainers. The departmental store would get the business out of their hands in pretty short time, and patent medicines containing strychnine, morphine, arsenic and other poisons would be sold to the public with butter, eggs and cheese, as has actually been the case in Montreal in one instance in a departmental store.

The respectable hotel and restaurant-keepers of this city have petitioned the Government to pass an act to prevent grocery stores from selling wines and liquors and all intoxicating beverages, and the temperance societies, who have long wished to bring about this reform, will also make a grand effort to have it effected. The grocers will be "hoist with their own petards" if they do not take care. Needless to say, the druggists will aid the temperance men.

The bill to amend the Pharmacy Act is in the hands of Mr. Gouin and will shortly be presented to the House. Of course the Pharmaceutical Association will oppose it in every way. To amend the Act as suggested would indeed be going backward.

Mr. C. Webb has opened a pharmacy at Montreal Annex. The best thing he can do is to get the name of this interesting and growing suburb changed to a more euphonious one.

Mr. X. Bourgue, on St. Antoine street, has sold out.

The French-Canadian students of the College here have started a society called, if I mistake not, "La Pharmacie Laborieuse," based on the plan of one existing in France. With *perseverance* it should be a success. Mr. Morrison will be the lecturer one of these evenings.

One of the pharmacy journals says that a well-known pharmacist in the west end is going to try the experiment of keeping open all night. The writer of this has tried the experiment, and can safely say there is neither money nor honor in the venture. Perhaps it would be as well for the accommodating pharmacist to put a bed in his back room for the doctor to drop in and have a sleep while waiting an accouchment.

Prince Edward Island Notes.

Mr. George Macdonald, for many years head clerk with Mr. C. D. Rankin, has gone to San Francisco to seek work in a climate better suited to his health. Mr. Macdonald is universally and deservedly popular in the store, the social circle, and in the community. His departure is universally regretted. His fellow drug clerks of the city tendered him a supper and presented him with a gold watch chain, while the Oddfellows made him happy with a well-filled purse. He carries with him the good wishes of the community.

O. C. P. Notes.

J. M. Fisher, class '95, is now with D. E. Campbell, Victoria, B.C.

E. F. Armstrong, class '94, has a situation in Cedar Rapids, Iowa.

Mr. Ireland, class '94, has a situation with Mr. Jones, of Victoria, B.C.

A. Marrett, class '95, is now engaged with Dr. Cochrane, Victoria, B.C.

J. Watson, class '95, of Stewart & Holmes, Seattle, Wash., was married to an Ontario lady recently.

The semi-annual examinations of the O.C.P. are now being held in the College building, at which nineteen candidates are writing.

For the junior examinations 120 candidates presented themselves; elsewhere are given copies of the question papers submitted.

La Pharmacie Laborieuse.

The first meeting of this newly formed society was held in the building of the Montreal College of Pharmacy, Lagouchetier street, Montreal, on the evening of November 18th, with the President, Mr. P. G. Mount, in the chair, Mr. Thibault acting as secretary. The society has been organized by the French-speaking students of Montreal in order to bring them together for mutual improvement, to listen to papers of pharmaceutical interest, and to discuss matters of great interest.

Petition to Legislature.

We would call the attention of our readers to the petition to the Ontario Legislature, which appears elsewhere, and ask all *druggists* in this province to sign the copy sent them, and return it immediately. *Druggists only* of course can sign, as the petition is worded in that way. A contemporary, as usual, gives bad advice, when it says: "procure the signature of a number of your customers."

We are pleased to learn that up to the time of going to press nearly 600 signed petitions have been received by the Registrar from druggists throughout the Province.

Pharmacy in England.

(From our own Correspondent.)

"Hypo" in Cartons—Kodak Exhibition—Aqua Rosæ Trip. Ang.—Chemical Trade and German Competition—Cycle Oil.

That a good trade can be done in packed goods every chemist knows, and the particular kind that suits one locality is perhaps quite unsuited in another. For many years tea has been a favorite article with chemists in country towns, and cocoa is also popular. But I want to draw attention to a new form that is now being extensively taken up—and that is hyposulphite of soda in cardboard cartons of half-pound and one-pound capacity, for amateur photographers. These are found very good sellers and convenient to handle. The proper way is to gauge a box holding the requisite quantity, and then send the dimensions to the carton maker, taking care to have the word "hypo" printed on one side in large letters, with directions for making the usual fixing bath. On the other side of the carton an illustration of a camera should appear (easily obtainable for the purpose from any of the large makers), and general notices respecting the stock held of photographic chemicals, apparatus, and accessories, dark room, etc. Many chemists have no difficulty in obtaining twelve to sixteen cents per pound packet, and the cartons are rapidly filled, as no weighing is required. Of course, the packets must be kept in a dry place, and only a trifling amount of efflorescence takes place.

The kodak exhibition at the New Gallery, Regent Street, was a conspicuous success, and reflected great credit on the Eastman Company. A good deal of interest naturally centred in the snapshots taken by members of the Royal Family, and especially those by the Princess of Wales and her daughters. Most of these had been enlarged and were very good indeed. Many of the exhibits had been printed as enlargements upon some linen-like substance that gives a peculiar, softened appearance to b. omide printing, but which will not bear close inspection. There were the usual number of ladies photographed in veils, giving them a most unhealthy, spotted appearance, such as is found in nearly every amateur's collection. The kodaks in the latest fashion were prominently displayed, and some business resulted. One is always struck with the perfect finish, even in details, that characterizes the kodaks. One of the attendants informed me that chemists are taking up the development and printing of kodak snapshots vigorously, and some of them are so busy that they engage professional photographers' assistants to come round and assist in the work in their spare evenings, with results that are satisfactory to both parties.

Some years ago France attempted the production of otto of rose on the large scale, and that Grasse perfume extractors were beginning to think they would soon

rival Bulgaria, when it was found that the product was far inferior and the yield unprofitable. Then something was attempted near Berlin, and we hear good results now and again in certain published reports of a firm engaged in the essential oil trade, but none of the oil appears on the market. Now Mitcham appears as if it were going to have a shot at the subject, as some distillers are supplying Mitcham triple rose water through Messrs. Christy & Co., of Lime street, London. The water bears favorable comparison with the French water, but has quite a distinct aroma of its own, somewhat more aromatic than rose water. The price is dearer than the French article, but it is presumably an attempt, and, if sufficiently encouraged, larger production would result in a lower price.

Mr. Williams, the rather pessimistic author of "Made in Germany," has published a series of articles in support of his statements that Great Britain is losing its commercial supremacy. He points out a number of causes why we have suffered of late from the persistent rivalry of our Teutonic friends. Amongst these may be included the unpatriotic conduct of certain shipping lines that carry merchandise of the same character at a cheaper rate from a continental port to our colonies than from England. Further, the continual dislocations of industry, caused by strikes, has been a serious blow. Then, technical education in Germany is in advance of ours, and the military training is a great factor in teaching discipline to workmen. He does not come nearer to the drug trade than a reference to aniline dyes and chemicals in general; but there is no doubt that during the past few years there has been a distinct revival in many chemical processes in England, showing that our manufacturers are more on their mettle. Electrolysis is being employed more and more, and bids fair to be one of the most important advances shown during the close of the century. Our export druggists more than hold their own in competition with Germans, whenever quality, style, and method are concerned, but are handicapped by being compelled to supply such a number of patented articles of German manufacture, such as antipyrin, etc. In France it is impossible to patent these articles, and it seems as if Great Britain is the happy dumping ground of all the therapeutic monstrosities, fancifully called new remedies. A rough calculation shows that something like a hundred new bodies or preparations are produced annually in Germany, of which ninety die natural deaths. Our patent laws, especially, play into the hands of these medicine manufacturers who have brought all the powers of synthetic chemistry to bear on the subject.

Chemists who dabble in the cycle trade or who live in neighborhoods frequented by the ubiquitous cyclist, would find it profitable to put up a cycle oil. The best form is undoubtedly one that can be used as a lubricating agent as well

as for lighting purposes. This is not so easy to arrange as one might think. All the lighter petroleum bodies are excellent burning oils, and rangoon oil, which is stated to be common naphtha with a proportion of cobra, answers very well, but is of no use as a lubricator. In fact, bicyclists find that paraffin seems to indelibly stain the balls, and is of no use as it runs through the bearings. But there are some heavy petroleum oils with a much thicker viscosity and almost odorless that answer very well as "double event" oils, under which name the lighting and lubricating kind are known in England. It is most convenient to put up in metal canisters, a flat shape, not unlike a flask, being most popular, as it is easily placed in the wallet or pocket. Camphor is not an improvement in any oil for illuminating purposes, in spite of a good many formulæ for cyclists' oil containing it. The flame is made so smoky that it defeats its own object. This is an addition to the little bicyclist's out-fit I suggested in the CANADIAN DRUGGIST of May.

Bacteriological Study of Ambergris.

BY H. BRAUNGARD.

I have formerly shown, in concert with the regretted Professor G. Gouchet, that ambergris is an interesting calculus, which is developed and has its seat in the rectum of the sperm whale. This calculus, composed of crystals of ambrine mixed with a larger or smaller amount of black pigment derived from the rectal lining, contains also star-coral *debris*. When it is fresh, i.e., when it is just extracted from the rectum by the fishermen, it is of a soft consistency, and its odor is not at all agreeable on account of its predominant excrementitious character. But after being preserved for some years in an airtight tin case it is gradually freed from this excrementitious odor, though losing little of its weight, and retains merely a delicate perfume *sui generis*, which gives it such a value that it reaches the price of from 3,000 to 7,000 francs per kilo. This is not a case of slow desiccation, and cannot be imitated or accelerated by the withdrawal of water. The change is due to a microbe, for which the author proposes the name *Spirillum recti Physeteris*. As regards polymorphism this microbe is comparable to the spirillum of cholera. It is probable that the destruction of the fecal odor and the genesis of the delicate perfume are microbial phenomena. It remains to determine if the spirillum in question is pathogenous, at least for terrestrial animals.—*Comptes Rendus*.

THE LADY-PHARMACIST IN SWEDEN.—

There are now six lady-pharmacists in Sweden. Four of these have only just been added to the profession, all of them having passed their examination "with distinction." The first lady pharmacist in Sweden was a Froken Lett, the daughter of an apotheker at Karlshamm.

STEARNS' Wine of Cod Liver Oil

In presenting Wine of Cod Liver Oil—Stearns'—we do not claim it to be a food, but a stimulant to the processes of assimilation and nutrition. To be sure the manufacturers of Cod Liver Oil by the steam process, and those who are pushing emulsions of Cod Liver Oil, are very much opposed to the light brown Cod Liver Oil for obvious reasons. On account of the slightly product produced by the steam process they certainly have appearances on their side, but when a comparison is made between the therapeutic efficiency of the pale, straw-colored oil and the light brown oil, the latter is more efficacious. Why employ the fatty matter at all when the extractives can be administered separately from all the nauseous, fishy taste and disagreeable associations of Cod Liver Oil itself? Fat in no case stimulates tissue building. In fact, the fat has the property of inhibiting or slowing up cell action, and while it thus prevents tissue waste to a certain extent, it may cause an accumulation in the system of the products of waste to the detriment of the patient. Extractives, on the contrary, containing the substances which stimulate cell activity, not only clear the cells of the waste matter by increasing their activity, but cause them to take up nutritive material from the food and thus build fresh and healthy tissues in place of those wasted by disease. Unless food is given with Wine of Cod Liver Oil it is like putting a blower on an already exhausted fire without putting on fresh fuel. But why give the nauseous fat of cod livers when butter, cream or the fat of meat may be employed without disagreeing with the patient's stomach? Under proper diet, in which fat takes its relative proportion with the other ingredients necessary to nutrition, and with the use of the extractives as contained in Wine of Cod Liver Oil—Stearns'—better results may be secured in most cases than by Cod Liver Oil medication as generally practised.

Our Brochure on Wine of Cod Liver Oil, entitled "From Source to Finish," we will gladly mail to any pharmacist who may be interested enough in the subject to write to us for a copy.

Stearns' Wine of Cod Liver Oil is sold by all Jobbers at \$8.00 per dozen, or may be ordered direct from the Manufacturers.

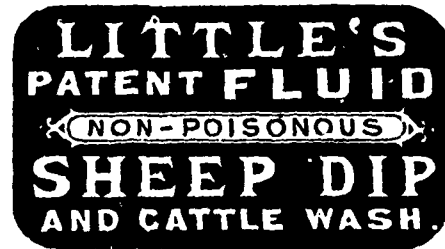
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WINDSOR, ONT.

Detroit, Mich.

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New York City.



For the Destruction of Ticks, Lice, Mange, and all Insects upon Sheep, Horses, Cattle, Pigs, Dogs, etc.

Superior to Carbolic Acid for Ulcers, Wounds, Sores, etc.

Removes Scurf, Roughness, and Irritation of the Skin, making the coat soft, glossy, and healthy.

Removes the unpleasant smell from Dogs and other animals.

"Little's Sheep Dip and Cattle Wash" is used at the Dominion Experimental Farms at Ottawa and Brandon, at the Ontario Industrial Farm, Guelph, and by all the principal Breeders in the Dominion; and is pronounced to be the cheapest and most effective remedy on the market.

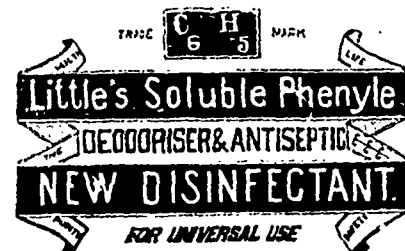
27 17 Gold, Silver, and other Prize Medals have been awarded to "Little's Sheep and Cattle Wash" in all parts of the world.

Sold in large Tins at 75c. Is wanted by every Farmer and Breeder in the Dominion.

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Sole Agent for the Dominion.

To be had from all wholesale druggists in Toronto, Hamilton, and London.



Cheap, Harmless, and Effective

A Highly Concentrated Fluid for Checking and Preventing Contagion from Infectious Diseases.

NON-POISONOUS AND NON-CORROSIVE.

In a test of Disinfectants, undertaken on behalf of the American Government, "Little's Soluble Phenyle" was proved to be the best Disinfectant, being successfully active at 2 per cent., whilst that which ranked second required 7 per cent., and many Disinfectants, at 50 per cent., proved worthless.

"Little's Soluble Phenyle" will destroy the infection of all Fevers and all Contagious and Infectious Diseases, and will neutralize any bad smell whatever, not by disguising it, but by destroying it.

Used in the London and Provincial Hospitals and approved of by the Highest Sanitary Authorities of the day.

The Phenyle has been awarded Gold Medals and Diplomas in all parts of the world.

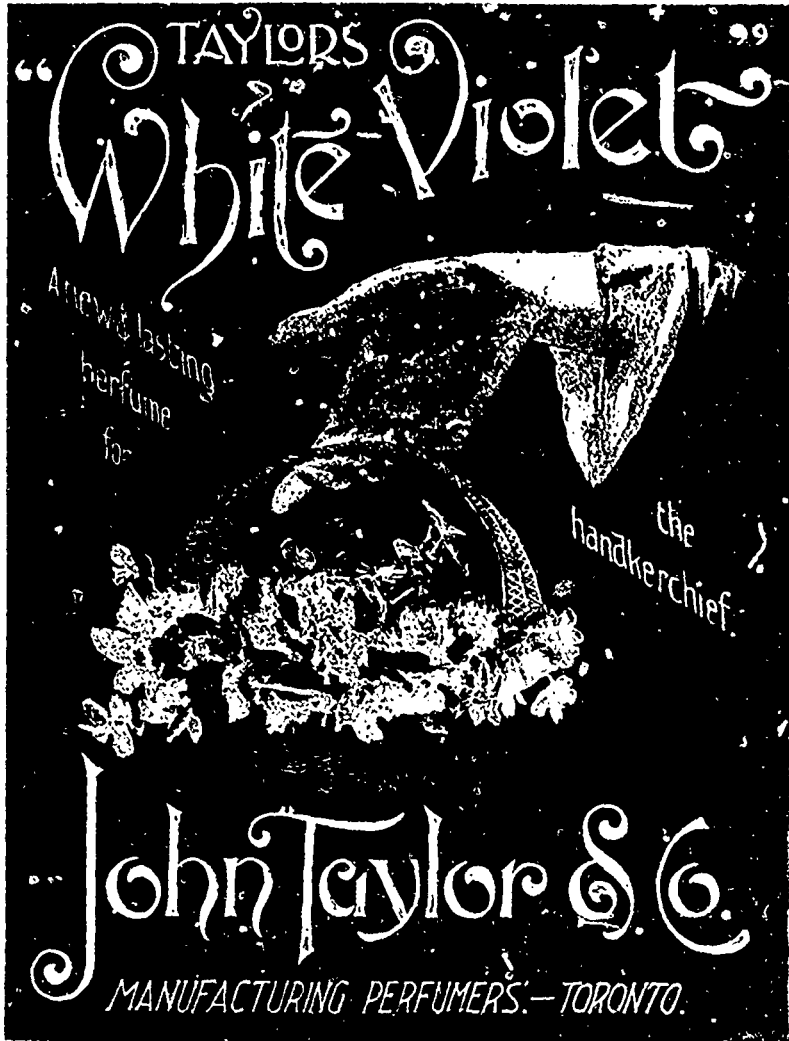
Sold by all Druggists in 25c. and 50c. Bottles, and \$1.00 Tins.

A 25c. bottle will make four gallons strongest Disinfectant. Is wanted by every Physician, Householder, and Public Institution in the Dominion.

ROBERT WIGHTMAN, Druggist, OWEN SOUND ONT.

Sole Agent for the Dominion.

To be had from all Wholesale Druggists in Montreal, Toronto, Hamilton, and London, Ont., and Winnipeg, Man.



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...Toilet Soap...

Manufactured by a new process, under the supervision of the Inland Revenue Department of Canada.



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All Kinds, Sizes, Styles, and Patterns

PRICES about twenty-five per cent. lower than you have been accustomed to

Legislation Asked For.

The following petition to the Ontario Legislature has been issued by the Council of the Ontario College of Pharmacy, and duplicate copies sent to every druggist in the province, with the request that one be signed and returned to the Registrar and the other to the local member:

To the Honorable the Legislative Assembly of the Province of Ontario, in Parliament assembled.

The humble petition of the undersigned, who are chemists and druggists duly registered under the Pharmacy Act of this province, respectfully sheweth

(1) Your petitioners belong to a profession which exacts a high standard of qualification from its members both as regards the length of apprenticeship and the test of severe examinations, and they fill a most responsible and necessary place in the community. They submit, therefore, that in matters connected with their daily practice, they are entitled to fair treatment and consideration, and should not be dealt with as if they were a dangerous class requiring penal legislation against them.

(2) They welcome any legislation which will tend to prevent the disagreeable practice of the sale of liquor as a beverage by any of their number, but they protest against the unfair restrictions which are contained in the Act of last session (60 Vic., cap. 50, sec. 5) upon their legitimate business.

(3) As the law now stands, they would be held guilty of its violation if they were to prepare a simple domestic mixture for colds in winter, and other complaints in summer, and these remedies require, as they nearly all do, to be made up with a certain amount of spirits. It seems that it would be your petitioners' duty to tell the unfortunate customer that he must first go to a doctor and pay him to write out a prescription, or he could not be served.

(4) It seems also that because proprietary medicines contain from ten to twenty per cent. of spirit, druggists cannot sell them in a bottle of large or small dimensions without a *bona fide* prescription of such mixture in each instance, duly signed by a legally qualified medical practitioner.

(5) Pure alcohol from its qualities as a general solvent, is in daily use and is indispensable in medicine and the arts, and is certainly not a beverage. There is no class requiring it in their business so constantly as the druggists, because it enters into 75 per cent. of their liquid preparations, and admitting its absolute necessity as an article of commerce, it is difficult to see why the druggists are not the best class to handle it.

(6) The supply by registered druggists of small quantities of liquor for strictly medicinal purposes, and its sale in medical mixtures without the necessity of a doctor's certificate, can do no injury to the temperance cause, and will be a boon to the large number of people who cannot afford to pay a medical fee for every

trifling remedy they require. The medical profession themselves do not express a desire to levy an involuntary tax of this kind upon the community.

Your petitioners therefore pray,—

That the legislation of last session, which is complained of, may be so amended and repealed as to remove the grave injustice which it inflicts upon the chemists and druggists of this province, and upon their customers.

And your petitioners will ever pray.

Mr. D. W. Bole.

The subject of the accompanying portrait was born near Watford, Ontario, in 1856, and was educated in the public schools in that town and Strathroy, and for a time was a student also at Woodstock College. He served his apprenticeship to the drug business with the late Charles Mitchell, of St. Thomas, Ont., and in 1880 passed his examination at the Ontario College of Pharmacy, and



Mr. D. W. Bole.

obtained his certificate from that institution. He commenced business on his own account in Bridgen, Ont., that same year, and remained there until 1882, when the "boom" in the Northwest of Canada induced him to "go west." He opened a drug store in Regina, N.W.T., and was very successful, remaining there for seven years. With the push and ambition so characteristic of the subject of our sketch, he determined on still larger fields, and in 1889 he moved to Winnipeg, the great distributing centre for Manitoba and the Territories. He there organized the firm of Bole, Wynne & Co., and carried on a large and successful wholesale drug business for five years. Three years ago this firm and the other wholesale drug firm of Winnipeg, E. D. Martin & Co., amalgamated, and the combined firms are now doing business under the name of The Martin, Bole & Wynne Co., having obtained a provincial charter, are doing an extensive business in all the Western Provinces and Territories.

Mr. Bole has always taken an active interest in public affairs, having been for two years an alderman of the city and for three years a member of the Board of Education. He was also for two years president of the Jobbers' Union, an association representing all the wholesale interests of the city, and which has had great influence on commercial legislation in the interest of honest trading. It was during Mr. Bole's presidency of this association that the new method of dealing with bankrupt stocks and insolvent merchants was inaugurated, and created widespread attention at the time, and was endorsed by all the leading trade journals of the continent.

Mr. Bole is also author of the new system of business taxation now in vogue in Winnipeg, by which the old system of personal property assessment was abolished and a tax upon a rental basis, with certain unique qualifications as to floor space, was substituted. It was also chiefly through his exertions that a course of commercial education was established in the Collegiate Institute, and is now in successful operation.

Mr. Bole was elected president of the Board of Trade at the last annual meeting. He is a Liberal in politics, and at the last party convention had strong support as a candidate for Dominion Parliament.

In another place in this issue we reproduce a lecture delivered by Mr. Bole, under the auspices of the Y.M.C.A., on "Going into Business." The excellent advice given and the matter contained in the lecture, coming as it does from a member of the drug fraternity, who has himself made business such a success, are, we feel, ample justification for devoting so much of our space in giving it *in extenso*.

Medical Men Entertained.

A "Red Cross" special over the Pennsylvania railroad, conveyed 135 physicians, scientists and druggists to New Brunswick, N. J., recently. They were the invited guests of Messrs. Johnson & Johnson, and were in charge of Mr. D. E. Bransome, the Philadelphia representative of that firm. The visitors were conducted through the large manufactory, where they saw the various products of the firm in course of manufacture, and listened to the explanatory remarks of the chief chemist, Mr. F. B. Kilmer. A sumptuous dinner was afterwards served at the Mansion House, the following being the menu:

Cumol Ligature Soup
Sterilized Fish Sounds—Isinglass Dressing
Decalcified Bone Drainage Tubes
Spring Lamb—Oil Juniper Sauce
Chromicised Fricassee of Caribou—
Oesophageal Tubes
Claret
Rare Roast Beef—Iodoform Dressing
Frizzled Gutta Percha Tissue—Hospital
Style
Braided Rubber Adhesive—with a stick in it
Wild Turkey—Wool Tampon Stuffing

Corn Plasters on the Cob
Aseptic Cream Potatoes
Mustard Punch
Kline's Philadelphia Bracer—Es-k's formula
Steamed Gauze Bandages
Carbolated Dressing
Champagne Antiseptic Tablets
Bransome Flip Jacks—J. & J. Style
Sparkling Koffra—with Catheter Straws
Boratec Sponge Cake
Red Cross Ice Cream—Iethyol Flavor
Zonweiss Cream—very Toothsome
Cigars Sulphur Fumigators

Brains are always at Par.

Few pharmacists seem to realize how much money is to be made by doing expert work as a part of their daily business. Examinations of blood, of urine, and of sputum are supposed to be common in the practise of all physicians. But, as a matter of fact, very few have the technical training or the time to do the laboratory work required to make careful tests. Men with large practises, and a reputation for thorough work, employ others to do this for them; but the vast majority of physicians do not take advantage of these latter steps in science, because the expense and trouble of sending material to establish bureaus of well known experts deducts too much from their fees.

A few of the more advanced pharmacists have recognized that a need exists, and have quietly formed a local connection and established a reputation for good work, so that the physicians of their neighborhoods are beginning to turn into them material which otherwise would not be examined were it not that the pharmacist had made it easily possible to do so.

Undoubtedly there is an opening along this line. Analyses and tests pay well, very well; and if only there were enough of them it would more than recompense the pharmacist to employ men with the higher technical and scientific training, which the more advanced courses of study include. Like many new things which we never knew we needed, until the need was filled, when we wondered how we got along without them, the demand is increased by the supply. The pharmacist must make it known to his clientele of physicians that he has a competent man who will make certain examinations at a stated moderate fee, water analysis, poison tests, examinations of deteriorated or adulterated drugs, tubercular sputum, bloods, urines, feces, etc.

All come within the province of a pharmacist who has had training for this very work, as a chemist and a good microscopist.

Elaborate bacteriological examinations which require the equipment of a special laboratory and much technique would not be consistent with the practical business working of such a branch of pharmacy, but rather the simpler daily analyses and tests which the careful physician would make a hundred times more often than he does were the opportunity offered him to have the work done promptly, carefully and moderately

The microscopical examination of foods is daily becoming a matter of more and more importance. As business competition becomes keener, unscrupulous dealers are not averse to adulterating the ordinary household staples, powdered sugars, baking-powders, chocolate, mustard, pepper, etc. A microscopical training is of invaluable aid to the chemist in all work along this line.

Within recent years the microscopical studies of the blood have advanced greatly. The number of the red and white blood cells, the percentage of hemoglobin and the specific gravity of the blood are data that the physician requires in order to treat many diseases. This is a field that we would suggest to the pharmacist with the proper training.—*Journal of Pharmacology*.

A Market for Ginseng.

The following is taken from the annual U. S. Consular report, dated Amoy, China, July 29, 1897. As a large quantity of ginseng root is grown in Canada, this item will be of interest to those druggists who are in a position to handle any quantity.

I wish to call special attention to an article now imported from the United States to a limited extent and from Korea—ginseng. It is a native of Colorado, Wyoming, Utah, as well as other mountainous districts of America, also of Korea and Northern Asia. I do not exaggerate when I state that it is possible to market annually in China \$20,000,000 worth of these roots. They are now being cultivated in the United States to a limited extent, and prices obtained by the grower are entirely out of proportion to those realized by the thrifty exporter. It sells in Amoy at a price from \$25 to \$35 (Mexican) per pound. It costs in America from \$2 to \$3 in gold or \$4 to \$6 in Mexican currency. Yet at these figures Amoy handled, during 1896, 109,823 haikwan taels' (or \$88,517.34 in United States gold) worth of these roots from America alone. From Korea the value of 54,867 haikwan taels, or \$44,222.80 (United States gold), was imported. The Korean article is much higher priced and more skilfully cured, although not otherwise superior in quality to the American product. It was formerly bought from the Americans by Chinese dealers at a few cents per pound, and is still regarded as a profitable crop. The discovery that the Chinese were making fortunes from these purchases caused an advance in the price; but the real facts and possibilities in this line seem never to have dawned upon the struggling farmers in the mountainous districts of the United States, which are so well adapted to the growth of the plant. I have searched in vain for a report upon the subject which afforded any idea of the field open here for American enterprise. It seems to me that if our people realized that at least \$3 in gold could be fairly demanded by the grower for every pound of well-cured roots, and that the market would be practically un-

limited, a new mine of wealth, affording employment for a large population, would be opened.

The ginseng, a plant of the genus *Aralia*, somewhat resembles the horse-radish root. It grows wild in the mountains. The species *A. Quinquefolium* is the article of export. It is used as an invigorating tea by all the wealthy Chinese and as a medicine by the native physicians. It enters largely into the list of presents sent by the wealthy to friends, and the articles exchanged between high officials. It is bought by the middle classes throughout the entire Empire, and even the poor peasants give up their hard-earned silver for this national panacea.

I hope that these facts will be brought to the attention of the chambers of commerce throughout the districts mentioned, in order not only that the possibilities may be disclosed, but that knowledge of the prices may be disseminated, to protect those who most need the benefits to be derived from the industry.

New Remedies.

Acerdol has been introduced as a new disinfectant. It appears to be nothing more than a mixture of manganate of potassium and free potash. *Captol* is a condensation product of chloral and tannin. *Chloral cyanhydrate* $C_1H_2Cl_3N$ is also a new chloral compound on the market. It forms colorless crystals melting at 58–61°, and containing the equivalent of 15 per cent. of hydrocyanic acid. *Euphtalmine* is a new mydriatic. It is the hydrochloric salt of methyl-vinyl-diacetonalkamine. *Iodogalliein*, a new antiseptic powder, is the bismuth compound of oxyiodomethyl gallol.—*Sudd. Apotheker Zeitung*.

Sterilizing Sponges.

Beat the sponges to remove all sand and grit; wash freely, then plunge for several hours in a bath of hydrochloric acid, 2; water, 100. Then wash free from acid with plenty of water, and immerse for 20 minutes in a 10 per cent. permanganate solution. Then rinse and bleach in a solution of hydrochloric acid, 2; bisulphite of soda, 6; water, 500. Wash and plunge first in sterilized boiling water, and finally in a ½ per cent. corrosive sublimate. To make compressed sponges, cut the bleached sponge while still damp into cylindrical pieces, bind round tightly with string, and dry.—*Lancet*.

OSSIN—EXTRACTUM OSSIIUM LIQUIDUM.—Ossin is introduced by the manufacturer of ossalin. It is a dark brown liquid of somewhat bitter taste, intended as a remedy in diabetes. In 100 parts of *ossin* there are 8.82 parts of water, 9.40 salts, 0.06 parts of ethereal extractive, 12.10 parts of nitrogen, and a residue of 61.25 parts of substances extractible in alcohol of 80°.

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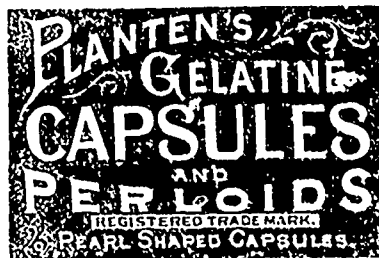
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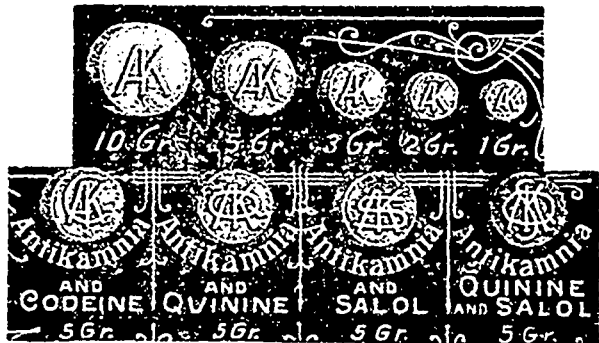
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GENTLEMEN:—Ransom's Family Receipt Book for 1898 is now in the hands of the printer. This being the first year of its publication for a number of years in Canada, I beg to offer the following description of the same:

It is a thirty-two page book with cover illustrated, and containing three hundred recipes for cooking. It is sought after by the public and I am sure will please your patrons.

We propose to furnish this book to each druggist who will furnish us with his name and address: which will be printed on each book. The purpose of the book is to advertise Trask's Magnetic Ointment, and Ransom's Hive Syrup and Tolu.

Please forward your name, also number of books you could use, and they will be sent forward to you by express, prepaid from

Francis U. Kahle,

127 Bay St., TORONTO.

Going Into Business.

By D. W. BOLLER, of the firm of Martin, Bole & Wynne Co., Winnipeg.

Going into business is a very important operation. It is the pivotal point in the commercial life of every man. Here the servant ends and the master begins, here very often a good servant ends and a bad master begins; new conditions begin here, new responsibilities are undertaken, new duties assumed.

I will not flatter the young men of this country by telling them that they are above the average in business sagacity, although we are sometimes told by wise men from the east, who happen to stay with us a while and study our conditions, that we must be a superior people. We have less real poverty here than in most of places, we have a lower death rate, a larger school population, a larger church population, quieter Sundays and brisker week days than most other places.

In view of these things it is perhaps unfair to our young men to say they are not above the average Canadian or American who has gone into business. But if we admit for the purposes of this paper that they are average candidates for this new condition, then I must inform them that only one out of ten who contemplate business on their own account, will succeed. This is discouraging and may be resented, indeed the future which is opening up before them may prove this statement false, if it does then they are above the average, for it is a statistical fact that more than 90 per cent. of the men who go into business fail at some period of their lives. Some authorities claim that ninety-five out of every hundred business concerns fail. Bradstreets in their review for 1896 refute this statement, but they admit, and R. G. Dun & Co. corroborate, that 11 per cent. of the business population of the United States and Canada fail every year, using the word failure in its broadest sense, including those who fail to succeed as well as those who become insolvent. The man who fails to succeed—that is, the man who goes into business and, after a period of months or years, finds his capital gone or partly gone, but who stops and pays his debts, must be considered a failure, as far as that particular enterprise is concerned. If this is admitted and added to the number who fail in the narrower sense, who fail to pay their debts, and the total is 11 per cent. of our entire business population, and this is repeated every year, you can easily figure that the average business life is very short.

Why do so many people fail? I do not propose to answer this question from the standpoint of an economist. I do not pose as an authority, but if I were to answer from my experience I would say: Most people go into business before they are prepared for the responsibilities of business life.

If a medical student after a single year's study fell a victim to that peculiarly fatal malady called "swelled head," and pre-

sumed to practise his profession, he would soon find the law intervening. Why should the law say that Dr. Swellhead should not set broken limbs and quiet palpitating hearts? Simply because he is not prepared for the responsibilities of that high calling. People would go through life with twisted limbs, others would die who in more skillful hands might have lived. Dr. Swellhead is a failure, and the law is right in protecting the subject against the man who is likely to fail. Do lawyers practise law before they have a knowledge of law? No, and the state is right in protecting the subject against incompetent lawyers. Druggists and dentists and land surveyors are prohibited from practising their various professions until they have demonstrated their fitness for these various duties. Proficiency in these branches means two things. It means a living or perhaps riches for the individual and usefulness to his fellow-men. An ignorant physician is not only incapable of providing for himself and family a living, but is positively dangerous; incompetent lawyers and bungling land surveyors complicate the business of their clients, multiply litigation, and generally work destruction—in a word, they are failures, and their failure results in loss, inconvenience, distrust and unrest. One of the chief factors in our advancing civilization is the element of co operation—one man helping another, all men helping themselves by means of the help they receive from one another; but the help must be intelligent, well directed and efficient. The law makes these things reasonably possible in the professions I have named by insisting upon certain standards, but the law takes no notice of the attainments of business men, the incompetent of whom create greater loss, more inconvenience, distrust and commercial unrest than if all the lawyers and surveyors in the land were dols.

Last year, in the United States and Canada, 243,709 people went into business; it is sad to reflect that over 200,000 of these will some day fail. During the same year it is recorded that 224,334 went out of business in the same countries. A very small percentage of these had a very good reason for going out of business—they died; another small percentage retired wealthy, the balance went out of business because they failed to succeed, or became insolvent. If we allow 13,000 for deaths and retirement—and this, I think, is a very liberal allowance when we consider that in the majority of cases death and retirement is not followed by closing business, but heirs take possession and continue—we will have 211,334 failures, about 10 per cent. less than the number who went into business. Then if 1896 can be accepted as an average year, the 90 per cent. theory holds good. Of the 224,334 who went out of business that year, 17,298 went into bankruptcy with liabilities at \$263,369,897; assuming bankrupt estates to pay 50 per cent.—a liberal estimate—the loss to fellow sub-

jects is \$131,684,948. During the years 1893, '94, '95, '96 there were 64,046 bankrupts, with liabilities of \$1,011,534,340.

It is fair then to consider 1896 an average year; it is a little above the average in point of number, but a little below in amount. During that year we have stated there were over 211,000 failures—using the word in its broadest sense—in five and a half years there would be 1,160,500 failures, or just about the business population of the United States and Canada, the actual figures in 1896, according to the authorities already named, being 1,162,048. It will be seen, therefore, that 5½ years is the average business life. This period constitutes a business generation, or, in other words, the entire business population of the United States and Canada average one failure every 5½ years. This means in dollars and cents \$724,267,214 loss to the people every 5½ years, estimating the estates to pay 50 per cent., and this loss is on account of insolvents' liabilities alone; to this you must add the untold millions of capital lost to the insolvents themselves, and the further untold billions lost to those who fail to succeed. Perhaps, if you are following my figures closely, you will observe a discrepancy. If 5½ years is the average business life, then Bradstreets underestimate when they say 11 per cent. fail every year. While the record of particulars of insolvents is fairly accurate, the record of particulars respecting those who quit business escaping insolvency must be open to question. When a man is able to pay his debts in full he can very properly tell the enquiring statistician that it is none of his business how much of his capital was lost in the business venture or why he wound up. A charitable view, therefore, of the causes of suspension would influence the records. The 11 per cent. estimate must, therefore, be the result of these generous impulses; but the object of this paper is not to make data or reconcile figures, but to show the young men of our country that business life is a stormy, dangerous sea, and the voyage should not be undertaken unless their seamanship is unquestioned. I hope you will not consider me unduly severe or vote me a rank pessimist. I agree what I have said appears to focus that way, but it is the truth, and if our young men are average young men they desire to know the truth. I would be very sorry to discourage any class of young men, but if they wish to make the voyage safely it will do them no harm to know the fate of those who went before. With this in view I will quote further from business records. The causes of business shipwrecks are given as follows:

1. Incompetency.
2. Inexperience.
3. Lack of capital.
4. Unwise credits.
5. Outside speculation.
6. Neglect of business.

7. Extravagance.
8. Fraudulent disposition.
9. Disaster, as fire, flood and panics.
10. Failure of others.
11. Undue competition.

These are given as general heads. I think the number might be very well reduced. At least six of these should be sub-divisions of the general clause, incompetency. Lack of capital, which is credited with 31.1 of failures, is surely a species of incompetency; so also is the sister cause trying to do too much with capital employed. A striking instance of this latter cause is well known to the wholesale trade of Winnipeg. A bank clerk (not from Winnipeg) went into business in a western town with a capital, largely borrowed from friends, of \$2,000. In two months he had a large stock of merchandise, was running a line of steamboats, operating a saw mill and running a hog ranch all at one time on a capital of \$2,000. In less than six months after he started he made an assignment and his estate did not pay a farthing.

Unwise credits, outside speculation, extravagance, neglect of business, inexperience, all of which are credited with varying percentages of failures, are species of incompetency. It is plain, therefore, there is room for a higher standard. Should the law raise the standard? The laws raised the standard for lawyers for the protection of the people, why not raise the standard of business men when it can be shown that over a billion of money is lost every decade to the people? I believe the present practicable operative way of increasing the usefulness and efficiency of doctors, lawyers and other professional men should be employed toward those who make choice of commercial life. The public school board of the city of Winnipeg is making an effort in that direction. They have started a commercial course of study in the Collegiate Institute. Boys and girls who are predisposed to a life of trade can take up this course. It does not mean that other important subjects such as history, geography, literature, etc., etc., are to give way to the commercial branch, but such higher subjects as are necessary for commercial life may be dropped wholly or in part for a two year course of training in business methods, business morals, banking, partnership, insurance, bookkeeping, stenography and other things pertaining to commercial pursuits. I think the law should recognize the economic advantages of this branch of education and make this course a prerequisite to business life. It appears to me quite practicable for the state to withhold a license to go into business until the candidate demonstrates his fitness for the responsibilities of that place. Of course, in spite of this, men will fail, but is it not reasonable to expect improved conditions under a system which will impress the mind of the young people with methods that lead to success; which will teach them to recognize the causes which

lead to failure; and that will impress upon their susceptible minds that business morality is as important as morality and rectitude in other pursuits of life?

Education is the mother of progress. It is the index of a nation's advancement. The bright lights of the scientific world who visited the city a few weeks ago did not blunder into eminence, they are successful in their various branches of science because they mastered principles. If you would succeed in business you must master principles, and having made sure of your foundation build up a superstructure which is not likely to fall. Don't be deceived by the exception—the rare exceptions. I mean the few men who make money by investment, who get rich without learning how it is done. There are musical and mechanical prodigies, but the overwhelming majority of successful musicians and mechanics first master principles—such prodigies rarely possess any other faculty, so with business prodigies. If you enquire you are apt to find that while they are successful in business they are without other and higher qualities which go to make up a true man. They have only one side—the business side—they live in a narrow tenement totally oblivious of the outer and more beautiful world.

I have endeavored to show you that education along business lines is necessary to successful business men, as education along scientific and professional lines is necessary to successful professional men, and men of science. I have also shown you that failure means loss to innocent people; is it not, therefore, the duty of the state to mark a standard which would, in a measure at least, advance a dominant class, and at the same time afford a degree of protection to the people?

I do not wish to under-estimate our own favored land. What I say of our own province is true of all other business communities, but the damage done in Manitoba by incompetent business men in years past cannot be estimated. We have educated men in business who are not educated business men. I have met men who have come into the city to interview their creditors, who could read Greek, but who could not make an intelligent statement of their business affairs. When a man is despatched to their place of business to take stock of their affairs, they are horrified to learn from a balance sheet, which they have seen perhaps for the first time in their lives, that they are hopelessly insolvent. They are something like the man who comes to town to consult the doctor. He feels that there is something wrong, but he cannot locate the trouble, but when the doctor diagnoses his case he is found to be a physical wreck and only has a few weeks to live. He has violated all sanitary conditions and broken all laws of health, and the result is physical bankruptcy. The down grade in business is just as easy. If you practise any one, two or three of the causes of failure the end is only a matter of time.

Neglect any of the elements of success, which I will presently enumerate, and the end is sure to come. You may not see it until you are near it, because you do not know the way. When you travel an unknown road anything you see or everything you meet may be a surprise to you, and nothing surprises you more than to find yourself at the end of a blind street; you turn to retreat, but you find yourself in the arms of the sheriff. Friends who trusted you are disappointed. They may certify to your honesty, but their interests have been damaged, their loss is both personal and national. The Y.M.C.A. of Winnipeg has had presidents in years past whose individual losses, due to incompetent customers, would build and equip your new building. The amounts written off every year in Winnipeg would support the hospitals and all the other charities in the city. The time then has surely arrived when we should give attention to commercial education.

Another suggestion. I would like the opinion of other and wiser men than myself, but it appears to me both right and practicable; I refer to a compulsory system of business registration. If my neighbor's ignorance of my business affairs exposes him to loss, should not the law afford him facilities for getting the desired information? The law offers the creditor certain facilities for the collection of debts—the debtor can be compelled to give certain information; would it not be wiser to give this information before the debt was contracted? That this information is needed is evidenced by the fact that commercial agencies flourish; but their information is either voluntary or the result of a superficial survey by an outsider. The law takes this view of the subject in reference to banks, loan companies, insurance companies, and all other incorporated companies. The law compels them to register periodically a statement of their position. Every man doing business with these concerns can post himself before he risks a dollar. Why not carry it further and make every business man register in convenient places in business centres, a statement of his affairs annually? It might take the shape of a copy of his balance sheet, and if a business man is incapable of making a balance sheet he should be refused a license or have it withdrawn.

Two objections may be urged against this system. They perhaps suggest themselves to you as I am speaking. First, it would expose the subject to undue scrutiny; and, second, the registered statement might be false, and thus increase the danger. If a man is solvent he need not fear exposure; if he is weak his creditors should know it, and his exposure would not be as bad as in open bankruptcy later on. Besides, the register should not be open to any besides those having a material interest. Banks and insurance companies do not complain on this score until their position invites criticism, when they are apt to under

take liquidation. The system would have the same salutary effect upon business men generally. They would have an incentive to avoid the danger points in business. The man who found his balance sheets growing less favorable every year would be stimulated by the wholesome scrutiny of his creditors or clients, to go out of business before he affected unfavorably the balance sheets of others. The great trouble now is, men let these concerns run too long in a sick state, hoping against hope that a turn for the better will come, a hope they would not be allowed to cherish if their affairs were exposed to the more critical eye of experienced men. The man whose registered balance shows signs of approaching trouble could be quickly notified by the registrar to appear before the judge in chambers for examination. If he is found to be solvent, and there is no evidence of approaching trouble, his license could be confirmed. If not he could be ordered into liquidation. The plan would have the merit, in time, of purifying the commercial atmosphere, and leave legitimate trade to people qualified to handle it. Now, the second objection. False statements should be an indictable offence, punishable no less severely than for perjury. If the theory is good, don't condemn it because some person is likely to abuse it.

In a few words let me recount some of the things we might look for under a system of educational qualification, and compulsory registration. (1) We should have a business community qualified to conduct their business affairs intelligently. (2) Business men as a class would take a higher place in the world. (3) Those dependent upon them by ties of nature would be surer of the continued support of husband and father. (4) Men's confidence in one another would be strengthened, there would be more co-operation, and, consequently, more happiness in life. (5) All the elements which form the basis of trust would be a known quantity. (6) Unwholesome competition would be checked. (7) A higher order of commercial morality would prevail. (8) Panics which are due to inexperience, abnormal expansion, extravagance, and other species of commercial insanity would be less frequent. (9) Fifty-seven per cent. of insolvencies, due to seven of the eleven causes of failure representing nearly 150,000,000 liabilities, would be averted every year, and millions which cannot be estimated, would be saved to those who fail to succeed under present conditions.

Now, I believe that I have told my dream. I will proceed, in my imperfect way, of performing the real duty assigned to me, that of advising young men who contemplate going into business. Let me assume you are tired of clerking. You have conceived the notion that business on your own account would be more congenial to your tastes and more in conformity with your ideas of manhood, and you proceed to lay your plans. What are

they? If you are going into merchandising, the first three things to settle are: (1) kind of merchandising; (2) place of location; (3) amount of capital. These three things must be settled at the same time, because they relate to one another and depend on one another. The first is easily settled. You should not engage in any kind of merchandise except the kind you have thoroughly learned. If you are a mechanic, or banker, or farmer, you are no more fit to be a merchant than you are for the judge's bench. Second, select a town where there is room and where there is a demand for your particular line sufficient to justify another store. If you are a real good business man, almost any good town will do where your goods are consumed; there are sure to be some poor business men there who will drop out later on. Now how much capital have you? \$1,000. That is not very much, but it will do under certain conditions. How many goods are you going to buy? \$2,000 worth; half cash, balance in four months. Are you going to do a credit business? Yes, the farmers in the district up there are in the habit of buying on credit during the year, and paying after harvest. If this is your plan, don't go into business. Under these conditions you will find business life abject slavery. The most obscure counter hopper in the employ of the Prince of Cranks would be the embodiment of conviviality and the very essence of manhood compared with a business life on these lines. I mean as long as business life on these lines would last—it could not last long.

If you have \$1,000 and sure of your location, secure a store of modest rent, yet not too far from the business centre. Buy \$1,000 worth of goods, pay cash for them, the cash discount will be enough perhaps to pay your freight. Your \$1,000 may not buy all the goods you would like, but don't feel badly because you lose a sale now and then. Make careful note of your shorts, assort up often, but not in too large lots, not more than you are sure you can pay for at the end of the month. Do your own work as far as possible, mind your own business, never mind what your opposition does or says, sell every article at a profit, let the other man sell at a loss if he likes: keep sober, strictly sober; advertise judiciously; keep your stock neat and your shop tidy and your clothes clean; be polite and courteous; don't cheat; don't misrepresent; observe every promise, if you can't observe it don't make it; fear God and honor the Queen and you are likely to succeed.

Just here let me interject, in parentheses, a word addressed to the customers of this young man. Don't greet him first thing with a catalogue from some eastern city quoting impossible prices. Lists are sent to you, I know, naming figures for certain articles which give a profit to the departmental store-keeper, but which after all are below cost. Every time you buy an article below cost

you are unconsciously robbing some person. Not the big storekeeper, whose shops cover acres, but the poor women and girls who make these articles in sweat shops under the contract system. It is true you can get men's shirts from these merchant princes at prices which would put the young merchant in your town to shame, but I know the color would come to your own cheek if you knew that they were made for 19c. per dozen by women and girls who have to find their own thread. The blouse you are wearing, and which you show the young merchant with such an air of victory, and which you parade before your neighbor as the cheapest thing on earth, was made by your suffering sister for 2 cents and 1/2 of a cent. The cambric dress with lined waist, which you count cheap, is the dearest garment ever mortal wore; its threads are waxed with human blood—it was made for 10 1/2 cents. The silk waist you wear, bought from this catalogue, was made by a woman or girl for 8 cents and 1 mill; ladies' skirts are made for 30 cents per dozen, aprons for 22 cents per dozen, flannel shirts 20 cents per dozen, neckties \$1.25 per gross, overalls \$1.20 per dozen, and the poor girls find their own thread in every case. The circular containing these facts concluded as follows:

"Somebody has toiled for too little; somebody has labored in vain; somebody's weary hands have fallen idly and forever pulseless because of too little pay; somebody has suffered to make this "bargain day"; yet men and women who live by their day's wages, the rich who can afford to buy elsewhere, the harpies who buy "bargains" to sell again, mingle in one wild rush in a struggle to buy what is being sold for less than cost."

Then deal at home, give the young merchant a chance, his success will benefit you, his failure will hurt you; the failure of your local own will depreciate the value of your property, every dollar you send away impoverishes some person at home, it may help you momentarily, but it is a boomerang.

Now let me turn to the young man. If the country is developing fast you may get rich rapidly, but under normal conditions your growth will be slow and sure. If you have larger capital you might be justified in selling goods on credit, but for every dollar's worth of credit given you should have a dollar additional capital. It is a wrong thing to lend your customers money which properly belongs to your creditors. If I was a young man starting in business I would buy for cash and sell for cash. I would stick close to cash at both ends; it is safer, much safer, it is better, it makes life happier, it is cleaner business. As soon as you open business, start a set of books. If you know double entry, keep your books by that system; if not, single entry will do until your business gets large enough to employ a book-keeper; when that time comes double entry is a necessity. Keep a careful record of your receipts and expenditures,

open an account with every man you buy goods from. As soon as a bill of goods arrives and the invoice is checked off, credit the party from whom you bought, and at the end of the month add up the purchases and send your cheques for the various amounts to your various creditors, less the cash discount, and if you are the right kind of a man the fact that your debts are paid will give you genuine pleasure. Carlyle says: "There is a perennial nobleness and even sacredness in work; there is always hope in a man who actually and earnestly works, in idleness alone is perpetual despair. The real desire to get work done will itself lead one more and more to truth, to nature's appointments and regulations which are truth." This truthful and beautiful quotation will apply with even greater force to the honest man who is working with the certainty of getting out of debt. No man comes nearer to nature's appointments in things of this world than the honest man who struggles with a debt and discharges it at the appointed time. No man gets further away from nature's appointments, no man breaks in more certainly upon the natural trend of trade or gives a more violent shock to the industrial system than the man whose conscience is easy the day he defaults. If you find it necessary to ask your wholesale house for a line of credit, don't feel hurt if you are asked to furnish a statement of your affairs. Don't reply angrily "that he can keep his goods, that you intend to pay your debts, and if he don't want to trust you, you can find others who will." A letter of this kind is the best evidence you can give that you are unworthy of credit. Reply promptly and courteously, giving the information, and if the line of credit is arranged, observe the terms of that arrangement at all hazards. Always respect the business methods of your creditors. Don't write back that you never accept drafts, that you never give notes, that you will pay when you can, that they can't take blood out of a stone, that you can't get interest on your over due accounts, and you don't intend to pay interest. If you don't accept drafts or give notes, don't buy goods on credit; if you don't collect interest on your over-due accounts you are cheating yourself—do not try to even up with some other person. Post your books regularly and attend to your correspondence promptly. Don't make your letters unnecessarily long. Write courteously and pointedly. Always keep a copy of your letters. Don't file your papers in the wood-box. Have a place for everything, so arranged that they can be easily located. Be very particular about your engagements. If you promise something at a certain time, do it. Every time you fail to fulfil a promise you sow a seed of distrust. Don't try to be your own lawyer; on all important things take advice. Attend to your insurance; if you are in debt it is a crime to neglect it. Cultivate correctness before you aim at dis-

patch; better go slowly correctly than swiftly in error. Aim at something—at something high—something worthy of your efforts, and persevere; don't be discouraged too soon. Marksmen were not made in a day. You will hit the mark if you practise long enough, but don't practise on too many targets. If you do a credit business, don't feel that collecting your accounts is an unpleasant duty. Collect promptly. Don't go on any man's bond unless you can afford to lose the amount, if you are wise you will not do it then. Make your advertisements crisp, truthful, and attractive. Don't postpone a correction, attend to the matter at once or it is apt to stay wrong. Keep your plans to yourself, better keep your eyes than your mouth open. If you have a partner, trust him, if you can't, dissolve partnership. Remain master of your own affairs, don't let your clerks or assistants run away with you; dictate to them your policy and command with dignity, firmness, and kindness. Above all things, maintain your integrity.

These maxims are all good enough to observe. The violent disregard of any one may lead to failure, but the violent observance of any one is not absolutely necessary. A well-balanced administration of sound rules gives a broadness to business character and success to business life.

Let me say in conclusion that it is possible for a man to start small with even less than \$1,000 and grow to be a prince of commerce; his word may be as good as his bond, and his bond good for thousands or hundreds of thousands, still he may be a failure. There are few things more utterly sad than a rich failure. The man who makes the four walls and ceiling of his place of business the circumference and sky of his universe, worshipping with ever increasing veneration the golden calf, shutting out from his heart whisperings of love, stopping his ears against the cry for help, blinding his eyes against the hungry who would eat, and against the sick who would be healed, may be rich, but he is, after all, a miserable failure. There is a higher life which business life should develop, and which business life will develop and strengthen, if business men would come out of their shell more. There is little pleasure sitting in a dim enclosure surrounded by mirrors which reflect one's self and nothing more.

The truly successful man is he who lives in the double consciousness of business prosperity and the sunshine of God's favor.

Fluid Extract of Wild Cherry.*

By J. M. Good, St. Louis.

By the official process for fluid extract of wild cherry, the bark, in coarse powder, is macerated for forty-eight hours, after being moistened with a menstruum consisting of glycerin 1 volume, and water 2

volumes. The exhausting menstruum is a mixture of alcohol and water in the proportion of 85 volumes of the former to 15 volumes of the latter. We are left to infer that this menstruum was decided upon after deliberation and experiment. To me the reason for making it so strongly alcoholic is not evident.

There is a demand for a fluid extract of this drug that shall be miscible with aqueous liquids. It comes principally, we admit, from those who, through indolence or inertia, are given to the practice of making syrups, tinctures and wines, by diluting fluid extracts. There are doubtless occasions when the most scrupulous among us would be willing to take advantage of such convenience to meet an emergency, but the disposition on the part of pharmacists to avail themselves of what is "ready made," needs to be resisted and discouraged. However, at the risk of being considered inconsistent, I offer you a formula for a fluid extract of wild cherry that will yield a product giving a clear mixture with wine or syrup. It differs from the official article in both the menstruum and the process, but not as regards moistening the ground bark, and the time allowed for maceration and fermentation.

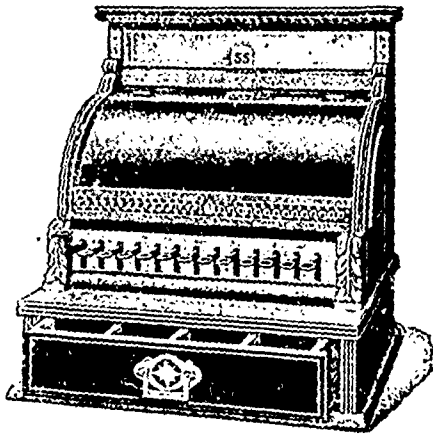
To insure a good product, carefully selected bark should be taken and reduced by grinding to a number 20 powder. The whole bark should be purchased for reasons which need no explanation here. Of this ground bark 1,000 grams are to be taken and divided into portions of 250 grams each and exhausted with a menstruum consisting of a mixture of 200 Cc. of glycerin, 200 Cc. of alcohol, and 600 Cc. of water, the process to be employed that of repercolation. Each portion of drug (250 G), before percolation, is to be moistened with a mixture consisting of glycerin 25 Cc. and water 50 Cc., packed firmly in a cylindrical glass percolator, closely covered and macerated for forty-eight hours. In the initial operation the reserved portions may be: from precolator number one, 150 Cc.; from precolator number two, 200 Cc.; from precolator number three, 250 Cc.; from precolator number four, 300 Cc.; a total of 900 Cc. The final weak percolates being collected in portions and used in subsequent operations as a precolating menstruum, 1,000 Cc. of fluid extract may be made from 1,000 grams of drug.

The process of fractional percolation could be adapted to the preparation of this preparation. I submit samples of the fluid extract and syrup. The stringency of the tannin and the strong odor and taste of hydrocyanic acid are very pronounced.

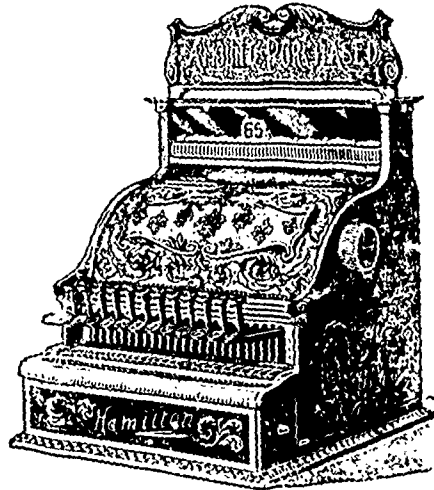
The syrup is made by taking an equivalent of the bark in fluid extract; that is, fluid extract 150 Cc., and syrup sufficient to make 1,000 Cc. These samples have been but recently prepared. It is possible that they may not remain permanently clear, but I have confidence that they will be entirely satisfactory in this respect.

*Read at American Pharmaceutical Association.

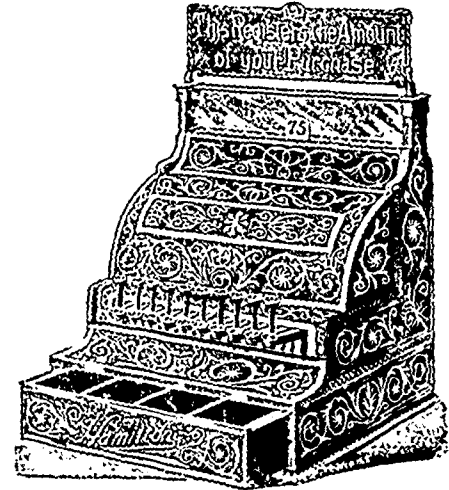
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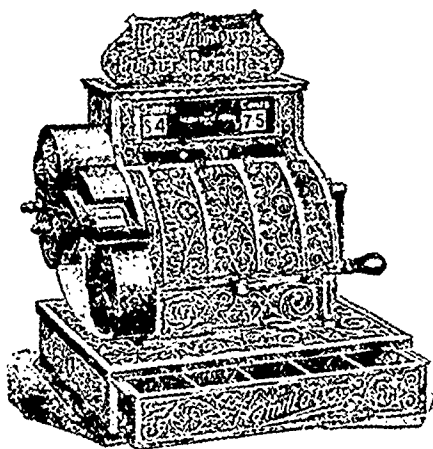


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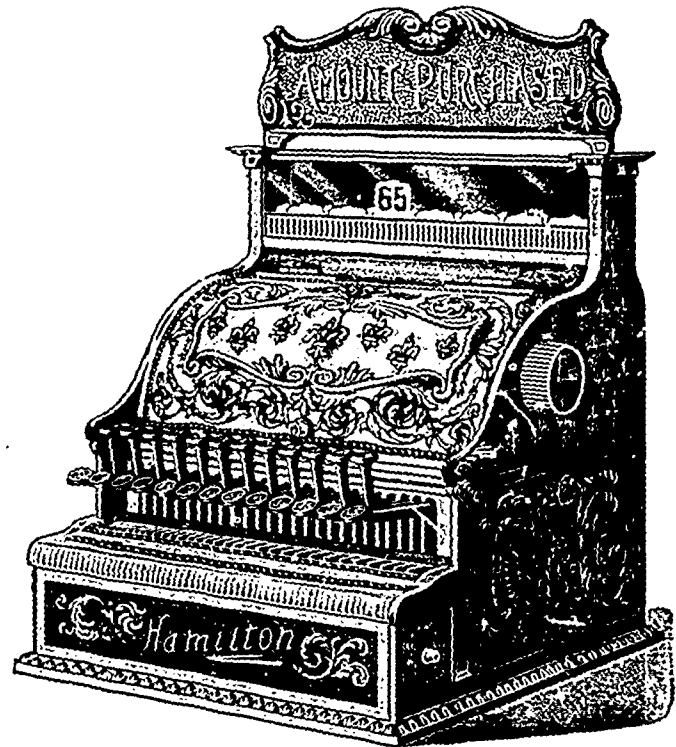
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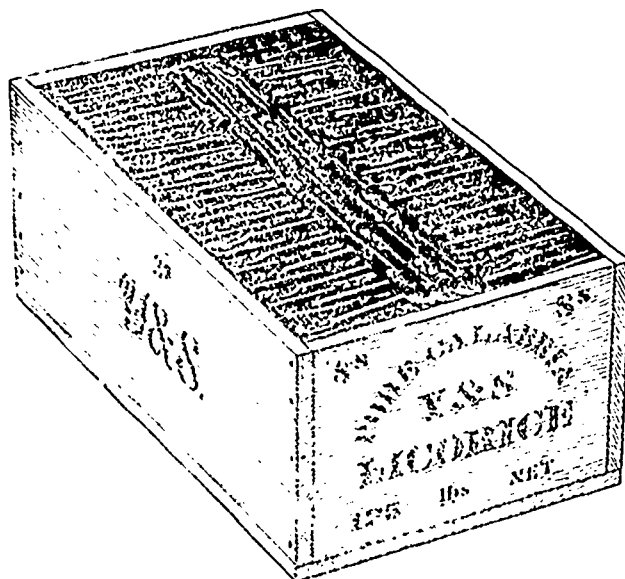
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JUNIOR EXAMINATIONS, DECEMBER,
1897.

PRACTICAL CHEMISTRY.

Examiner: GRAHAM CHAMBERS, B.A., M.B.
Time allowed, 2½ hours.

1. Detect Acid and Metal in substances "A" and "B."
2. Detect Acid in substance marked "C."
3. How would you distinguish—
(a) Nitrous Oxide from Nitric Oxide.
(b) A Chloride from a Bromide.
(c) A Bicarbonate from a Carbonate.
(d) Sulphite from Thio-sulphate?
4. Write equations illustrating the action of:
(a) Hot Sulphuric Acid on Copper.
(b) Hot Sulphuric Acid on Oxalic Acid.
(c) Chlorine on Hydrogen Sulphide.
(d) Chlorine on Caustic Potash.
(e) Hydrogen Sulphide on Copper Sulphate.
(f) Sodium Thio sulphate on a Solution of Iodine.
5. Write equations illustrating the action of heat upon:
(a) Ammonium Nitrate.
(b) Orthophosphoric Acid.
(c) Nitric Acid.

PHARMACAL LABORATORY.

Examiner: CHAS. F. HERBNER, Ph. G., Phm. B. (Tor.)
Time allowed, 2½ hours.

N.B.—Neatness of work, order of arrangement, and cleanliness of working desk and outfit, will enter as important factors in your ratings.

1. Determine the extractive in the liquid preparation (in smaller bottle) and report according to the following form:
(a) Quantity of liquid taken for investigation.
(b) Amount of extractive found.
(c) Percentage indicated.
(d) Write out method used in determining extractive, and exhibit all figures used.
3. Determine the specific gravity of the substance (in larger bottle) and submit a report of your results in accordance with the subjoined form:
(a) Substance labeled.
(b) Weight taken for investigation.
(c) Weight of an equal volume of water.
(d) Specific gravity of substance.
Exhibit all figures used in the above determination.

PHARMACY.

Examiner: CHAS. F. HERBNER, PhG., Phm. B. (Tor.)
Time allowed, 2½ hours.

1. METRIC SYSTEM.—(a) Give the derivation of the unit of weight from the lineal unit; (b) show the relation existing between the units of capacity and length. Give the equivalent for each of

the following in customary weights and measures: (c) Meter, (d) Gram, (e) Litre. Give the approximate metrical equivalents for: (f) Grain, (g) drachm, (h) fluid ounce, (i) inch.

2. Add the following and reduce the amount to ounces; Apoth. Weight—2½ kilos, 25¼ d. gm., 430 d. gm., 32 c. gm., 8005 m. gm., 65¾ h. gm., 3 m. gm, 68⅞ gms.

3. SPECIFIC GRAVITY.—(a) Explain the principle of Specific Gravity Beads. What weight of each of the following official liquids will a Litre flask contain, and what is the percentage strength of each: (b) Pure Ether, (c) Rectified Spirit, (d) Sulphuric Acid, (e) Strong Solution Ammonia. (f) A glass rod weighing 300 grains, weighs when immersed in distilled water 225 grains, and when immersed in Oleoresin Copaiba 225¾ grains; what is the specific gravity of the latter liquid?

4. PLANT DRUGS.—(a) State the objects gained by desiccation. (b) Define *Garbling*. A drug contains cellulose, albumen, sugar, volatile, and fixed oils, gum, resin, chlorophyll, starch, and tannin; state which of these constituents, may be extracted with (c) Rectified Spirits (d) Hot Water, (e) Ether, (f) Cold Water.

5. Wanted 50 ozs. Powdered Red Cinchona Bark to contain 6 per cent. of total alkaloids; estimate the quantity of each of the following powders assaying: 3½, 5, 6½, and 7 per cent. alkaloids, to be mixed to meet these requirements.

6. AMMONIUM CHLORID.—State (a) source, (b) impurities to be expected in the commercial salt, (c) how purified. (d) Explain how each impurity is removed. A solution of pure ammonium chlorid saturated at 15° C. has the specific gravity 1.200 and measures 100 c.m.³. (e) how much salt is there in solution, (f) what is the percentage strength of the solution?

7. Define (a) Deliquescence, (b) Efflorescence, (c) Water of Hydration, (d) Water of Crystallization, (e) Interstitial Water. (f) How may *interstitial water* be avoided?

8. State method of using and principle involved in the utilization of albumen as a clarificant.

CHEMISTRY.

Examiner: A. Y. SCOTT, B.A., M.D., C.M.
Time allowed, 2 hours.

1. State Dalton's atomic theory, and show how atomic weights are obtained.
2. What is the composition of air? Is it a mechanical mixture or a chemical compound, and why?
3. How is the composition of water shown? What are the ordinary impurities of well water, and how would you test for these qualitatively?
4. Describe fully the chemistry of ammonia.
5. (a) How much phosphorus can be obtained from 100 lbs. of bone-ash containing 90 per cent. of calcium phosphate?

(b) What is the weight of 100 litres of chlorine collected at 25°C. and 790^{mm} pressure?

6. How is hydrogen sulphide prepared?—state its use in qualitative analysis.

7. Give fully the tests for arsenic.

8. Complete the following reactions, giving equations:

(a) Chlorine + potassium hydrate =
(b) Sulphur dioxide + nitric acid + water =

(c) Bromine + phosphorus + water =

(d) Ferrous sulphate + sulphuric acid + potassium nitrate =

(e) Oxalic acid + sulphuric acid =

9. Describe the hydraulic press.

NOTE.—Equations and drawings to be given when possible.

BOTANY.

Examiner: DR. A. Y. SCOTT.
Time allowed, 2 hours.

1. Describe fully a Transverse Section of a Dicotyledonous Stem.

2. Describe the following: Pilcorhiza, Trichome, Trichoblast, Monœcious, Corm.

3. What is Dehiscence? Classify and describe Indehiscent Dry Fruits.

4. Give fully the process of Pollination and Fertilization from the ripening of the essential parts of the flower to the maturing of the seed.

5. Describe Specimen A.

6. Describe Specimen B.

7. Describe Specimen C.

LATIN, ETC.

Examiner: J. T. FOTHERINGHAM, B.A., M.B., M.D., C.M.

Time allowed, 2 hours.

1. Divide the following prescriptions into its essential parts and sub-divisions, giving to each its name:

R Sp. Terebinth. Rectif.

Vin. Ipecac.

Ol. Sassafras.

Mucil. Tragacanthæ, ad ʒij.

Fiat Mist.

M

Sig. ʒi. ex aq. p.c. et h.s.

2. Explain Latin directions of above prescription into full Latin, and translate into English.

3. Fill in quantity of each ingredient as required for a child of 12 years. Give rule for finding dose.

4. Give regular dose of following preparations: *Aque, Mistura, Infusa, Syrupi, Olea* (essential).

5. Give maximum dose of each of the following: *Acet, Scilla, Ac. Carbol., Ac. Mur. Dil., Bals. Tolul., Deboct. Sarsae, Ext. Nuc. Vom., Ext. Bellad., Ext. Filicis Liq., Inf. Digitalis, Liq. Atrop. Sulph., Liq. Hydrarg. Perchlor., Liq. Trinitrini, Ol. Phosphorat, Ol. Ricini, Tr. Ferri Mur., Tr. Opii, Tr. Cinch. Co., Tr. Digital., Tr. Nuc. Vom., Vin. Ipecac., Pil. Hydrarg.*

6. Write short notes on the main Excreting Organs of the body and their products.

7. Discuss shortly, with three examples of each, the following Drug-classes: *Alteratives, Stimulants.*

The Active Principle of Castor Oil.

Many years ago Buchheim stated that ricinoleic acid is the purgative principle in castor oil, while other observers maintain that the true active principle is a small quantity of a body derived from the seeds, and held in solution in the oil. The question possesses considerable practical interest, because if the former view be correct, we cannot hope to diminish the necessary dose, whereas if the latter view be the correct one, and we were able to obtain the active principle in a state of purity, a very small dose of a probably tasteless substance would suffice to produce purgation. In 1890 Meyer strove to show (*Arch. für Exper. Path. und Pharmacol.*, Leipzig, bd. xxviii.) that ricinoleic acid and its salts were as active as castor oil, but there is always a suspicion that his preparations contained a small amount of the hypothetical active principle, and that their activity was due to this. He has again returned to the subject (*Arch. für Exper. Path. und Pharmacol.*, Leipzig, 1897, bd. xxxviii.), and, after showing that castor oil does not lose its activity by being heated to 300° C., or by treatment with dry hydrochloric acid, by boiling with caustic potash, or by other methods calculated to destroy any known active principle, he comes to the conclusion that ricinoleic acid is the only active substance present in the oil, and that it develops its specific action in the intestine by being saponified and thereby rendered soluble. Ricinoleic acid has, however, no specially irritating properties, and it is difficult to explain its action as a purgative.—*Edinburgh Medical Journal, Ther. Gazette.*

Tribenzoylgallic Acid.

A preparation has been patented in Germany under the name of "Tribenzoylgallic Acid." It is said to be prepared by agitating an alkaline solution of gallic acid with benzoyl chloride, and purifying the resulting product by recrystallization after exhausting with boiling water. The solution is insoluble in water, readily soluble in hot alcohol, but difficultly so in cold, and moderately so in hot benzol. It is colorless, odorless, and tasteless. It appears to be absolutely unaffected by keeping, or by all substances with which it comes into contact in the mouth, œsophagus, and stomach. It passes there entirely undecomposed, but in the intestines is very readily split up, gallic acid then being liberated, and exerting its specific astringent properties.—*Merck's Report.*

Quinine Phosphohydrochlorid.

In the *National Druggist* the following method is given for preparing this double salt of quinine, which is said to grow in favor in southern Europe, in the treatment of malaria and nervous headache :

Dissolve 35 grains of hydrochlorid of quinine in a mixture of 70 minims of water, and 9 minims of glacial phosphoric acid (density 1.154), and the same amount of dilute hydrochloric acid, moderately heated. The result is a clear, slightly green, syrupy liquid which, on standing a few hours, throws down crystals of the phosphohydrochlorid of quinine. The crystals are soluble in two parts of cold water, and contain 53.16 per cent. of the alkaloid quinine. Its great solubility in cold or tepid water, and comparatively high alkaloidal contents, give it a great advantage over other quinine salts. Its taste is bitter.

Marvelous Uses of Coal Tar.

No tale in "The Arabian Nights," no story of the wondrous treasures taken by mystic power from magic nutshells, surpasses what science is doing to-day. Science, the wizard of the century, touches with his fairy wand the black, viscid coal tar from the gas retorts, and coal becomes not only a source of light and heat, but an arsenal of colors, a buffet of dainty tastes, a medicine chest for suffering humanity, a storehouse of new foods and exquisite perfumes, a source of powerful explosives for war and so many other miraculous powers that the telling challenges credence. From 140 pounds of gas tar in a ton of coal, science to day makes aniline dyes, numbering over 2,000 distinct shades, many of them being of exquisite delicacy, so that vegetable dyes are almost displaced. Of medicines, antiseptic, hypnotics and fever allaying preparations, it furnishes quinine, antipyrine, atropine, morphine, exalgine, somnal, salol, chloralamide, hypnol and a host of others. It furnishes perfumes—heliotropine, clove, queen of the meadows, cinnamon, bitter almonds, vanillin, camphor, wintergreen thymol. It has given the world bellite and picrite, two powerful explosives. It supplies flavoring extracts that duplicate the tastes of currants, raspberries, pepper, vanilla, etc. It is the housekeeper's ally, with benzine and naphtha, the insecticides. It supplies the farmer with ammonical fertilizers. It has given to the photographer his two developers, hydroquinone and ikonogen. It makes the anatomist its debtor for a most wonderful stain for tissues. It contains the substance which tints the photographer's lens. It yields paraffine, creosote, pitch; material for artificial paving; saccharin, a substance 300 times sweeter than sugar, saccharinamide, still sweeter; lampblack, material for red ink, lubricating oils, varnish, resin, almost our entire supply of ammonia, and hundreds of other things—all these science brings forth from coal tar. By means of its products—this waste that surpassed its usefulness only by its offensiveness—we can make preserves without either fruit or sugar, perfumes without flowers, and coloring matter without animal or vegetable aid of any description.—*National Claimant.*

Professor Bogoslowsky on "Apenta."

"W. S. Bogoslowsky, from clinical observations on the action and value of a constant bitter water, draws the following conclusions (*Transactions of the Moscow Section of the Society for the Preservation of Public Health*, No. VI.):

Systematic treatment with Apenta water is especially indicated for constipation produced by atony of the bowels, and it has the advantage that its use does not give rise to subsequent constipation.

Its action is more gentle than that of some other bitter waters because it contains less calcium sulphate and no magnesium chloride. It is probably owing to this circumstance that it does not cause crampy pains.

The efficacy of Apenta as a remedy for the systematic treatment of obesity is clinically established.—*The British Medical Journal*, August 28th, 1897.

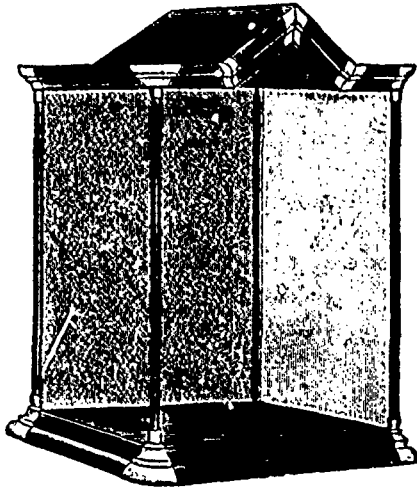
Eureka, a Rival to Acetylene.

The new illuminant, acetylene, has now a rival, "Eureka," a gas invented by Mr. Hector de Fasi, of Montefiascone, Italy. It is said to be obtained as follows: Lime as pure as possible is employed as a base, colophony and calcium carbide being added. One thousand parts of the mixture ready for use consist of 900 of quicklime, 50 of colophony, and 50 of calcium carbide. There is said to be no fear of explosion by mixing with air, no heating of water, and no special burner needed. One thousand parts of the mixture give 60 litres of gas at a pressure of 35 millimetres of water. The photometric intensity of the flame is stated to be 92.4 candle hours, and the same amount of calcium carbide employed singly would only give 18 candle hours. It is claimed that Eureka gas is 50 per cent. cheaper than acetylene, or that at equal cost it will give as much more light.—*Practical Druggist.*

A Peculiar Plant.

A plant grows in Assam, the botanical name of which is *Gymnema sylvestre*, and which has the peculiar property, when chewed, of temporarily neutralizing the sense of taste as regards sweet and bitter things, while sour and saline substances remain unaltered. The Hindus claim that the plant is an antidote to snake bite. However that may be, it is believed that the plant might be advantageously introduced in our pharmacopœia as a means of disguising the bitterness of quinine and other disagreeable medicines.

BENZOIODHYDRIN.—A succedaneum of potassium iodide, for which it is claimed that it produces none of the evil effects of the latter (iodism, etc.), while it possesses all the therapeutical effects of the same. It appears in crystalline form, the crystals having an unctuous, fatty feeling to the touch.

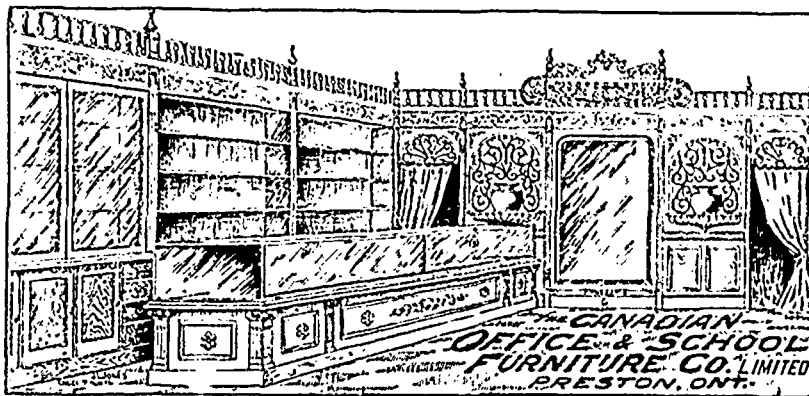


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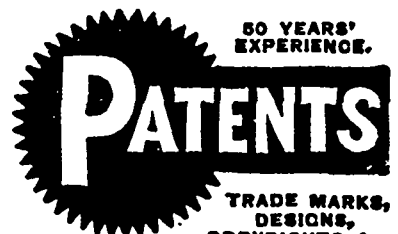
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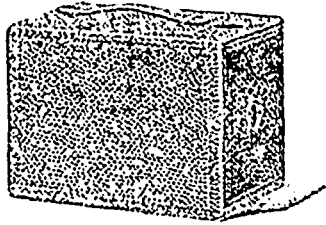


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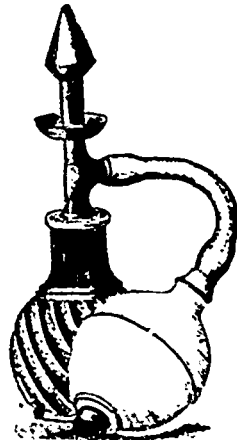
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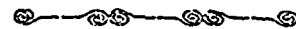


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They are just as staple and a good profit.
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The very thing to make a trial with.

Write for particulars.



Gowans, Kent & Co.

Toronto and Winnipeg.

Photographic Notes

Developing Trays.

These can be made out of old cardboard plate-boxes, lids or wooden boxes by simply coating them with a solution containing equal proportions of gutta-percha and paraffin wax. The gutta-percha chips should be first melted over a slow fire. When thoroughly melted add the paraffin, and stir until quite thin. The box should be warmed, and can then be painted with the solution, which will resist any alkali or acid, and the article will be waterproof.—E. E. F., in *Photo Beacon*.

Negative Improvements.

By W. ETHELBERT HENRY, C.E., in *The Photogram*.

A too dense negative can be easily reduced by immersion in hypo one ounce, water eight ounces, red prussiate of potash ten to twenty grains. The amount of the latter salt governs the rapidity of reduction.

A too thin negative must, of course, be intensified. Many intensifiers contain mercuric chloride, which is very undesirable. About the best intensifier is one introduced by J. B. B. Wellington, in which the intensification is due to silver nitrate and a pyro developer. It is made thus: Mix 100 grains of silver nitrate in two ounces of distilled water. Add to this solution 240 grains of ammonium sulphocyanide, which will form a precipitate which will ultimately be re-dissolved. On diluting this to ten ounces with water another precipitate is thrown down. Hypo must now be slowly added until the precipitate is just dissolved; the resulting mixture constitutes the stock solution. To intensify, take one ounce of stock solution and add sodium sulphate twelve grains, ammonium bromide two grains, ammonium hydrate six minims, and pyro three grains. Flow this over the wet negative, and keep it moving until sufficient density is gained. More ammonia may be added if the developer prove not sufficiently energetic. This intensifier is capable of giving extreme density without fog, and a great advantage is that absolute freedom from hypo is not necessary.

Transparent spots and pinholes should be carefully filled with an opaque water-color diluted to match in depth the opacity of the surrounding film. "Photopake," introduced by the Vanguard Co., is most useful for this purpose as well as for blocking out objectionable backgrounds, such as generally appear in photograms of machinery taken in sheds and fitting-shops.

Cracked negatives are difficult to print satisfactorily unless proper precautions are first taken. When the glass is cracked, while the film remains sound, the negative should be supported on a sheet of

sound glass, and immersed in a bath composed of hydrofluoric acid one dram, in water ten ounces. When the edges of the film begin to frill, let them be worked towards the centre of the plate, and the film will be rapidly detached. The loose film can then be transferred to clean water, and lifted out on a new sheet of clean glass. When dry it may be again washed, intensified, or reduced as may be necessary. As hydrofluoric acid attacks glass, and also the glass-like enamel of porcelain dishes, it is obvious that a papier-mache, ebonite, or varnished or waxed wooden dish should be used for the stripping mixture.

Scratched negatives are a trouble to printers. If the scratch is on the film side, the only cure is to spot it as carefully as possible in order to fill up the clear part and make it print in accordance with the rest of the negative. If the scratch is on the glass side it is still liable to show conspicuously in printing, but the following is a simple and effective plan of preventing any ill effect. The glass side must be made as clean as possible, and the scratches must be freed from dirt. Then warm the plate gently and place it, glass side down, upon another piece of warm clean glass, on the centre of which has been placed a few drops of thick Canada balsam. Place the plates on a warm slab of fire-brick or an iron plate, and apply a gentle pressure until the Canada balsam exudes from the edges; then allow to rest until cold and firm. If the scratches are few and small they may be simply filled with Canada balsam (without using an extra glass), and thus become imperceptible.

Titles on negatives may be put on in various ways, to print either in white or dark letters; in most cases the white letters are preferable. In a large business it would perhaps be well to use the "Nameit" rubber type, which is so arranged as to give a reversed impression on the film which, in turn, prints correctly on the finished photogram. Another plan is to write the title backwards on the film in small block letters, using a fine pen and "Photopake," while still another (which I have frequently adopted) is to have the title printed from type on clear tracing paper, cut them into strips, and stick them face downwards on the film with a suitable adhesive. Another method, much more troublesome, but far neater in some respects, is to have the titles printed on fine white paper, and then photograph them on a reduced scale and make a transparency by contact. The transparency must then be coated with gelatine and collodion, stripped and cut into slips as required. A simpler method is to print the transparency on thin transparent celluloid film, which may be fastened to the negative film with fish glue.

Printing dodgers of various kinds hardly come within the scope of this series of hints, nor within the space at my command, so they must be held over until another occasion.

WEAK SPOTS IN NEGATIVES—Occasionally the amateur produces a negative which would give excellent results when printed from, but for a light corner, or even a light and faded-looking spot in a very conspicuous place. According to N. Monroe Hopkins (*Scientific American Supplement*) such a negative can be printed from and the print be much improved by strengthening the light in that particular place by means of a large reading glass. The sun's rays should be concentrated on the dense part of the negative, and the glass moved to and from the negative in order not to form a round spot. With a glass measuring five or six inches in diameter the illuminated spot should vary, having an average area of that of a silver dollar, and care should be exercised not to allow the focus to get much smaller, for a fine focus and several seconds' time constitute all the elements necessary to go right through the negative, making a beautiful star of cracked glass on the way.

PHYSICAL INTENSIFICATION OF PHOTO-NEGATIVES.—Lord Rayleigh describes an optical device for the intensification of photographic negatives which are so thin that intensification by chemical processes is insufficient to bring out any effective contrast between the transparent and opaque parts. The new method is purely a physical one, and is described as one of using the negative twice over. On placing a feeble transparency upon a sheet of white paper, the picture becomes clearly visible, even though nothing can be seen when the transparency is viewed by transmitted light. Through the transparent parts the paper is seen with but little loss of brilliancy, while the opaque parts act, as it were, twice over, once before the light reaches the paper and once again after reflexion on its way to the eye. In Lord Rayleigh's method, a flat polished reflector is used instead of the paper, the film side of the negative being placed in close contact with it. On the other side of the negative, and fairly close to it, is a condensing lens, which gives parallelism to the rays from the candle used as a source of illumination. The candle is placed just alongside of the copying lens, the light from it passing through the condensing lens, and falling as a parallel beam upon the negative. After reflexion, the light again traverses the lens, and forms an image of the candle centered upon the photographic copying lens. An optically intensified positive is thus obtained, and by copying it in the same way in the camera, a negative with more pronounced contrast than the original may be made. To obtain satisfactory results, the false light reflected by the optical surfaces employed must be eliminated. In the case of the condensing lens the difficulty is overcome by giving the lens a slight slope with reference to the face of the negative. The false light reflected from the glass face of the negative to be copied may be got rid of by bringing into contact with the negative a wedge-shaped

glass of equal or greater area, the reflexion from the adjoining faces being almost destroyed by the interposition of a layer of turpentine.—*From Phil. Mag., in Phar. Jl.*

Original Methods.

The business man who pursues original methods—anything out of the ordinary—is apt to make himself unpopular with those of his competitors who are satisfied to move along in the old rut. He is pretty certain to be accused of pursuing methods which are not legitimate, and there are always enough ready to prophesy that he will meet with speedy disaster in consequence, says *Facts*.

Frederick the Great made himself very unpopular—with those who opposed him—because he disregarded what up to that time was recognized as the proper method of warfare. In those days two armies which intended to fight arranged themselves on an open field where everybody had a fair and even chance to kill everybody else, and one side seemed to feel in honor bound to wait until the other had a chance to make the best possible preparation to resist the attack. Frederick did not do things that way. He fought when it met his pleasure, and got his army out at all manner of unseemly hours to attack his foes, without giving them any notice of his intentions. He fell upon his enemies in mountain passes where they were not ready to successfully resist him. Hence his unpopularity—with his enemies.

There are a good many people who have not yet learned to understand Frederick and his tactics. Every now and then, however, some one who does grasp the point enters business, and makes it exceedingly lively for his competitors. He stamps his individuality on every branch of his business, and manages to get trade which his slow-going competitors think by right belongs to them. Quite likely he pays cash for his goods, and, by reason of the liberal discounts he secures, he is enabled to sell goods at such prices as look ruinous to those who are not so wide-awake in this respect.

It is difficult to get people out of a rut. The fact of the matter is that the deeper the rut and the more it impedes progress, the less they seem inclined to accept assistance to level ground. The wise business man of to-day is the one who fully recognizes that methods are changing and broadening under modern influences, and that he must accommodate himself to such changes. Another point worthy of note in this respect is that it is quite as difficult to retain success as to achieve it. The reason is that when once attained there seems to be a natural disposition on the part of a good many to believe that they can keep in advance simply by the momentum which they have acquired, forgetting that those behind have ever been increasing their

speed, and are not relaxing their efforts for a moment.—*International Confectioner*.

Calcium Carbide as an Illuminant.

J. C. McWALTER, L.R.C.S.I., L.A.H.I., M.P.S.I.

Since the dawn of creation, when Omnipotence said "Fiat lux," and light was made, men have busied themselves about emulating the sun and creating light in *tenebris*. Nor are we yet happy. Lamps have succeeded candles, and gas, lamps. The electric light threatens the gas, but everybody who has used electricity knows it has many practical defects. First, there is the price. It will cost you more than gas; the expense of replacing lamps, it does not pay to keep one too long, for it becomes covered with a film which obscures the light. The light given by the combustion of acetylene gas, produced by the action of calcium carbide on water, rivals that of the electric lamp for brightness, and it excels it for purity. Hitherto, we had all learnt in our chemistry class that acetylene gas gives such a smoky flame as to be of little use for practical purposes. But the attention which has been directed to it of late has resulted in the purification of the gas to such an extent that the smokiness has entirely disappeared. The most successful experimenter in this direction is an engineer in Dublin, a Mr. Goodwin, who has made the remarkable discovery that the addition of a small proportion of carbonic acid gas to the acetylene, whilst in process of manufacture, has an extraordinary effect in increasing the luminosity and brilliancy of the flame, and in preventing explosions. All our local lights in chemistry, as Professors Emerson-Reynolds, Tiehborne, etc., speak eulogistically of it, whilst the insurance companies are so satisfied as to its safety that they accept premiums on houses using it at the lowest rates.

The apparatus is ridiculously simple. You place a portion of the calcium carbide in an iron socketed cylinder, close it, pour on water, and the gas is generated at a pressure of about two inches of mercury. It burns with wonderful brightness, requires no special tubing or globes, heats admirably in a Bunsen burner, and costs, even at the present price of calcium carbide, about 38 per cent. less than gas. On the whole it seems to have a brilliant future, and Mr. Goodwin's patent is likely to be a good thing for its proprietor.—*British and Colonial Druggist*.

Recent Patents and Trade Marks Relating to Pharmacy.

PATENTS.

George Storie & J. Moss, Detroit, Mich., device for holding and dipping pills or tablets, 592839.

Henry E. Waite, New York, N. Y., apparatus for electrically treating diseases, 592844.

James D. Bacon, Boston, Mass., rectal applicator, 593318.

Geo. V. House, Mount Vernon, N. Y., truss pad, 593473.

Geo. V. House, Mount Vernon, N. Y., truss 593474.

George C. Marks, London, England, atomizer, 593750.

Thomas H. McDonald, Potomac, Mont., fumigator, 593777.

Sidney H. Gardiner, Brooklyn, N. Y., surgical splint, 594076.

John M. Jenkins, Palmer, Texas, medicine glass, 594087.

Herman A. Koehler, Chicago, Ill., lung-testing apparatus, 594351.

Henry L. Sayen, Philadelphia, Pa., roentgen ray tube, 594036.

George B. Underwood, New York, N. Y., inhaler, 594302.

Hermann Wolferrmann, Strasburg, Germany, truss, 594307.

TRADE MARKS.

Burrough Brothers Manufacturing Company, Baltimore, Md., Gastro-intestinal antiseptics, 30787.

Farbenfabriken of Elberfeld Company, New York, N.Y., Specific for dandruff, 30786.

Wm. F. Green and F. P. Jaques, Boston, Mass., Powder for the cure of headache, neuralgia, etc., 30790.

Kahn-Miller Drug Co., Baltimore, Md., Remedy for catarrh, etc., 30791.

Geo. W. Lewis, New Haven, Conn., Remedy for colds, 30792.

Vlaxfantine Toilet Co., Riverdale, Ill., Salve for wounds or sores, 30788.

Geo. W. Heyer, Austin, Texas, Powder for the skin, 30807.

Theodore A. Metz, New York, N.Y., Complexion beautifier, 30808.

John B. Danis, Chicago, Ill., Remedies for diseases of women, 30858.

Frank B. Morgan, Brooklyn, N.Y., Remedy for bunions, etc., 30860.

Seabury & Johnson, New York, N.Y., Plasters, 30855.

Adaline Wood, DeLassus, Mo., Remedies for eczema and skin diseases, 30859.

Alfred Bishop & Sons, Limited, London, England, Effervescent medicinal preparations for the treatment of liver, head, stomach, and like affections, 30883.

Daniel E. Aunkst, Milton, Pa., Medical ointment, 30880.

Farbenfabriken of Elberfeld Company, New York, N.Y., Remedy for gonorrhoea, 30882.

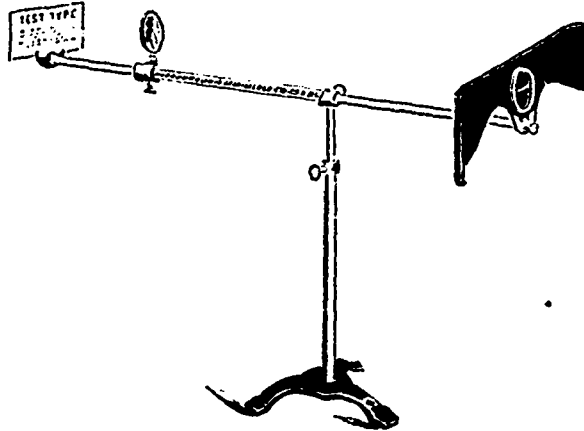
Wm. S. Kaiser, Philadelphia, Pa., Mineral water, 30892.

Valentiner & Schwartz, Leipsic, Germany, Salves, 30881.

A Marvel in Optics

FAY'S IMPROVED OPTOMETER

NO Atropine Mistakes Lost time



Why be Satisfied

The Manifest Error
The Latent Error
The Total Error

with but a partial knowledge of the refraction in your cases, when, with the Refractometer you can know the truth in a moment, and prescribe accordingly?

PRICE, \$8.50

Our Prescription Department is the most complete in Canada. None but skilled workmen employed.

If you are interested, send for our Illustrated Catalogue and Price List.

MONTREAL OPTICAL COMPANY

60 Yonge St., Toronto

1685 Notre Dame St., Montreal

TOILET PAPERS

The only manufacturers in Canada operating a Paper Mill devoted exclusively to Tissue Papers -- consequently sheets of uniform weight and quality and even surface can be relied upon.

THE E. B. EDDY COMPANY, LIMITED

HULL

MONTREAL

TORONTO

is it asking too much to crave the privilege of sharing our profits with the retailer? We appreciate the value of the retail druggist's personal push in the sale of Cascarets and No-To-Bac, and are willing to pay for it. Every druggist who sells our goods and does not write us at once for our new and liberal proposition, in force Aug. 1, 1897, will lose money. Sterling Remedy Company, Chicago, Montreal, Can., or New York. .

Formulary.

ANTISEPTIC GARGLE PASTILLES.

Boric acid.....	4 ozs. 6½ drs.
Salicylic acid.....	231 ½ grs.
Sodium chloride.....	403 grs.
Saccharin.....	46 grs.
Ol. peppermint.....	15½ grs.
Ol. eucalyptus.....	1 dp.

Make into 300 pastilles. One pastille dissolved in a cupful of boiling water yields, when cold, an excellent gargle. After having used two-thirds of the solution for gargling, the cup should again be filled with water and this diluted solution snuffed up the nose.—*Am. Med. and Surg. Bul.*

ASTRINGENT GARGLE.

Potassium chlorate.....	2 drs.
Boiling water.....	4 ozs.
Alum.....	2 drs.
Stronger rose-water.....	21 drs.
Glycerin.....	4 drs.
Syrup.....	4 drs.
Fl. ext. eucalyptus rostrata.....	3 drs.

Dissolve the potassium chlorate in boiling water; cool, and reserve. Dissolve the alum in the stronger rose-water, add the glycerin, syrup, and fluid extract of red-gum in the order named; then mix with the reserve portion. The product is a transparent, ruby-red liquid of a very agreeable odor and taste. To use, take a tablespoonful, add an equal volume of water, and gargle every three or four hours, or more often if required.—*Philadelphia Polyclinic.*

VITELLIN CREME FOR THE TOILET.

Bernegau (*Pharm. Centrall.*) recommends the following:

Preserved egg-yolk.....	1 oz.
Benzoated olive oil.....	1 oz.
Purified wool-fat.....	1 oz.

Mix.

Perfumed with a little otto of roses or other agreeable perfume, the above mixture is highly recommended as a toilet-cream, on account of the softening effect it has upon the skin. It is also a good basis for medicinal ointments.—*Chem. and Drugg.*

EAR SUPPOSITORIES.

Prof. Radlauer makes suppositories for the ear of cocaine, menthol, resorcin, cocoa butter, and olive oil, which also contain a cotton wad to prevent the escape of the fluids as they dissolve. They are recommended highly by Lasser, as they are effectual, and save the introduction of the various medicines separately. The patients can insert them themselves, if necessary, to save time and trouble in clinics, etc. They are designed to heal inflammations, to soften accumulations of wax, to prepare the ear for operations, etc., and are made in two sizes, for children and adults.—*Therap. Woch.*

"ANTI-SWEAT" FOR THE HANDS.

The *Wiener Med. Presse* gives the following recipe for a preparation to prevent sweating of the hands and feet:

Borax.....	15 parts.
Salicylic acid.....	15 parts.
Boric acid.....	5 parts.
Glycerin.....	60 parts.
Alcohol dilute.....	60 parts.
Perfume as desired.	

M. Label: "Rub on the palm and soles of the feet thrice daily."—*Nat. Druggist.*

NEW TOOTH POWDERS.

1. Ordinary Tooth Powder—

Menthol.....	0.100
B-Naphthol.....	0.050
Saccharine.....	0.025
Calcium carbonate precipitated.....	50.000
Soap.....	0.500
Rose oil, q. s.	

2. Violet Tooth Powder—

Beta-Naphthol.....	0.050
Saccharine.....	0.025
Soap.....	1.000
Calcium carbonate precipitated.....	50.000
Ionon and oil cananga, each	
1 or 2 drops.	

3. Astringent Tooth Powder—

Myrrh.....	1.00
Sodium chlorate.....	1.00
Soap.....	0.50
Calcium carbonate precipitated.....	50.00
Rose oil.	

4. Camphor Tooth Powder—

Camphor.....	0.500
Soap.....	1.000
Saccharine.....	0.025
Thymol.....	0.050
Calcium carbonate precipitated.....	50.000
Oil sassafras.....	1 to 2 drops.
—Era.	

CARBOLIZED RESIN AS A STYPTIC.

Vicks finds carbolized resin an unfailing styptic in hæmorrhage. He gives the following formula:

Resin.....	4 oz.
Carbolic acid (95 per cent.).....	3 oz.
Chloroform.....	2 oz.

Make a short, thick cotton rope larger than the wound to be treated, moisten the end well with the compound and plug the cavity tightly. The bleeding will cease as though by magic.—*Brit. Journ. Dent. Sci.*

ACETONE COLLODIUM AND OIL OF CADE.

Two parts of acetone collodium and one part of ol. cadini mixed are used by Gaucher as a basis for applying medicines. The mixture is pleasant to use and efficient in the case of psoriasis, as it does not stain the clothes.—*Therap. Monat.*

ANÆSIN.—Said to be a local anæsthetic of great power, a comparatively old one, having first been introduced in 1885, but has recently been resurrected under the name of bromosin.

Good Shoe Polishes.

(1) 100 parts of ivory black, 50 parts of glycerine, 50 parts of syrup, and 25 parts of olive oil are mixed and incorporated by stirring with two pints of crude green vitriol dissolved in 50 parts of water, 25 parts of sulphuric acid being finally stirred in.

(2) Four parts of ivory black are suffused with one part of sulphuric acid, and after standing for several hours a mixture of two parts of olive oil and one and a half parts of syrup, containing in solution four parts of powdered gum arabic, are added thereto. Mixing is greatly facilitated by warming up to about 80° F.

(3) Acid-free polish: 18 to 24 pounds of lampblack, three pounds of bone-black, and 60 to 70 pounds of syrup are warmed in a pan and stirred until a homogeneous mass is formed. Meanwhile three pounds of finely cut strips of gutta-percha are warmed in another pan over a coal fire until fairly liquid, whereupon five pounds of olive oil are carefully stirred in, followed by one pound of stearin, when the gutta-percha is dissolved. The two mixtures are then incorporated in the warm state by stirring until the mass is of uniform consistency, and are afterwards stirred along with a solution of four pounds of Senegal gum in one and one-third gallons of water. Finally, about four ounces of oil of mirbane or lavender are added to improve the odor.

(4) Also acid free: Five parts of resin are melted along with one part of wax and thirty parts of linseed oil, eight parts of syrup, five parts of aniline black, and twenty parts of glycerine being dissolved in sixty parts of water, and stirred into the mixture of oil and resin.—*Neueste Erfindungen.*

To Cut Glass Tubes.

A good way to cut a glass tube quickly and accurately is given by a correspondent in one of our exchanges. Take a match, dampen the phosphorus on the end, insert the end inside the glass and rub around where you want the break to take place so that phosphorus adheres to the glass, then hold the glass to a flame of a candle or lamp opposite where you want the break to take place; keep turning the glass until it becomes hot, then with a light tap it will break square off.—*The National Engineer.*

Great Music Offer.

Send us the names and addresses of three or more performers on the piano or organ, together with ten cents in silver, and we will mail you ten pieces full sheet music, consisting of popular songs, waltzes, marches, etc., arranged for the piano and organ.

Address:

POPULAR MUSIC PUB. CO.,
Indianapolis, Ind.

Advertising.

Practical Hints on Advertising.

Copyrighted, 1897, by CHARLES AUSTIN BATES,
New York.

A catalogue ought to be a salesman. It ought to tell a complete story in a convincing way. The salesman, himself, ought not need a catalogue. He is there, the sample is there and the customer is there. That is as much as any good salesman wants. It is a good thing for a salesman to have a catalogue to hand to the customer who fails to purchase at the first visit, but that catalogue ought to supplement the salesman's efforts. It ought to tell the same things that the salesman told, and tell them in a perfectly plain, sensible way.

I believe that the average man regards his catalogue more or less as a "bluff." When he prints it, he doesn't expect anyone is going to read it. He gets out a catalogue because his competitors do. He doesn't want his catalogue to be any smaller or any cheaper than his competitors' catalogues. He wants it to weigh about as much as other dealers' catalogues weigh, with the idea that prospective customers will "heft" it, and thereby decide on the weight and stability of his firm and the quality of its goods.

This doubtless sounds like foolishness, but it is exactly what a business man told me not long ago when talking about a catalogue. He said that his last year's catalogue was not big enough; that it told all he had to say and showed what his goods were and how they were made; but that it wasn't big enough to command attention. When a man got it in his hand he didn't feel as if it was of any importance, and therefore it didn't get proper consideration. I succeeded in convincing this gentleman that he really had a good deal to say about his product, that he had enough to say to make a catalogue of respectable size.

Most catalogues are padded because their makers do not know what to put in them. They have a story to tell and don't know it. They think that by resorting to glittering generalities and big words, they will be able to delude people into the belief that they are really offering something in particular. A great deal better way is to find out all the talking points in your product, and then talk them right straight from the shoulder, without any frills or flourishes.

A catalogue ought to tell what an article is from the buyer's standpoint. The descriptions given in catalogues generally mean very little to the reader of the catalogue. They consist of technical explanations that, to the average reader, explain nothing, and are as incomprehensible as so much Greek. A catalogue should talk about an article from the

buyer's standpoint—in the buyer's language—not in the technical language of the trade.

It is possible to get too much of a good thing. Top of column is very desirable, but a man can have too much of it. I frequently see advertisements in country newspapers that are about one-quarter or one-half as deep as they are wide. The advertiser has an idea that the top of column is a good thing, and so he gets all he can of it. It is very seldom, indeed, that an advertisement should be wider than it is deep, and when it is, if it is more than two columns wide, it ought to be broken up into columns, and not set straight across the space. An advertisement six inches deep running across five columns ought to be broken into four or five columns of reading matter, unless the type used is larger than it ought to be. Generally speaking, a line of six-point deep ought not be more than two and one-quarter inches long. Eight-point type might be put into a little longer lines if necessary. There are exceptions to these rules, of course, but they are exceptions. Nothing under ten-point should be set across two columns in a newspaper, and if the limit is placed at twelve-point, so much the better. If you go across three or four columns, type ought to be from fourteen to eighteen-point, and even then it ought not to be set solid. Small type set in long lines is very hard to read, and every time an advertiser makes an advertisement hard to read or hard to comprehend, he is discounting its chances of success.

I have never been able to convince myself that street car advertising was a good thing for retail dealers. I suppose there are places where it is nearly indispensable. I have been told by Baltimore advertisers that in that city, at least, street car advertising was absolutely necessary, because so great a proportion of the inhabitants do not read any of the newspapers. In the case of general advertisers, of course, it is different.

I would rather be the author of an advertisement that sold goods than be the author of a beautiful, artistic, grammatical and rhetorical effort that didn't sell goods. An advertisement may be as pretty as a rainbow and as imposing as the statue of liberty, but if it doesn't sell goods it isn't worth two cents. The highest compliment that can be paid to an advertisement writer is to say that he has written an advertisement that sold goods.

The only kind of advertising that is good is the kind that sells goods. It doesn't make any difference how much comment an ad. excites. If it doesn't bring profitable returns, it isn't as good as it ought to be. I mean this in a general way, of course. A single advertisement may frequently fail in bringing profitable returns, but if the entire advertising isn't

effective, something is decidedly wrong. An advertisement that merely gets inquiries and doesn't get business doesn't amount to much. It is comparatively easy to construct an advertisement that will bring inquiries of some kind. This is particularly true if you have something free to offer. There are a great number of people in America who simply lie in wait for advertisements headed "FREE." No matter what the thing is, they will send for it. There is a mild sort of excitement about it. There is a speculative element. They send six cents in stamps for something they never heard of and then watch the post-office for results. Children in the country often find much amusement in this sort of thing.

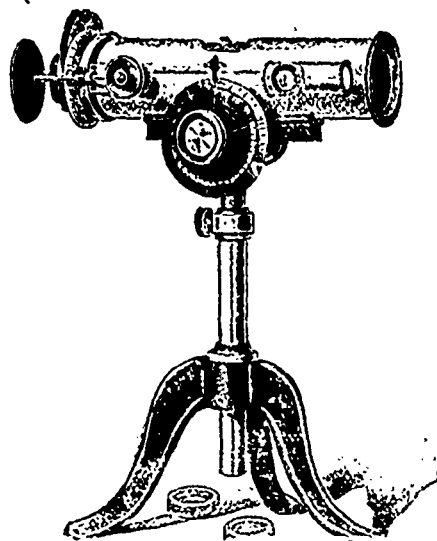
The advertiser who measures his results by the number of inquiries he receives, rather than by actual sales of goods, is sure to waste his money. Inquiries are all right if they come from the right sort of people. I believe that few of the right sort of people are influenced by cute ads. There are more people convinced by straight, common-sense talk than by humor or eccentricity. Something smart and cute may occasionally make a bit—that is, it may occasionally cause a great deal of comment, and may result in some sales, but the only kind of advertising that is permanently and continuously profitable is the common-sense kind that tells a plain story in a plain way. You can bet on that, and you can't bet on the other kind. Common-sense advertising will succeed ninety-nine times where novelty will succeed once.

And yet, the advertisement that most pleases the average business man is a cute advertisement. I used to write advertisements for a department store, at the head of which was one of the brightest business men I ever knew. He used to write me complimentary letters every time I said anything cute. It seemed to please him a good deal better to have something of this kind than it did to know that the advertisements produced a big day's sales. He used to send me clippings of cute ads from all over the country, with suggestions that we should have more of that kind of advertising in our store. Walter Brett, the advertisement writer, who died a couple of years ago, used to have a favorite saying: "It's much easier to write ads. that will sell goods than it is to write ads. that will please the advertiser."

Recently I had submitted to me a business man's scrap-book, in which was pasted all of the various advertising schemes the owner had used. Opposite two or three of them was written: "This created a great deal of talk, but did not sell any goods." That may sound strange to the man who believes that attracting attention is the sole aim of advertising. To be sure, an ad. has to be seen to be effective, but that is only the beginning of

Marvel in Optics

DE ZENG'S REFRACTOMETER



Used by the Leading Eye Specialists, Ophthalmic Hospitals, and by the U.S. Army



No Atropine
No Mistakes
No Lost Time



The Manifest Error
The Latent Error
The Total Error

Why be Satisfied with but a partial knowledge of the refraction in your eyes, when with the Refractometer you can know the truth in a moment and prescribe accordingly.

COHEN BROS.

Manufacturing Opticians, Toronto, Can.

Pink Cosmetique

Otherwise called

Cosmetique Pure

USED BY EVERY BARBER IN CANADA

Sells better than similar French articles.

For sale by all Wholesale Houses.

You have been asked for it!
Why not order some?

MANUFACTURED BY

THE WINSOR BARKER CO., LIMITED,
TORONTO

SAUNDERS & EVANS

30 Wellington St. E., Toronto

Where can be seen the largest, best, and cheapest stock of

Sponges and Chamois Skins

In Canada. Our Sponges are purchased for us at the fisheries, and come direct from Nassau, Florida, Cuba, Abaco, Acklins, Exuma, and the far-famed isles of Greece. Our Chamois are imported from the headquarters for this article in England and the United States.

The secret of our being able to give unparalleled value in these lines is our knowing where and how to buy. The case is a nut-shell. Try us, and convince yourself that our claim is no vain boast.

Sponges to suit every requirement and every trade. Sponges of every variety and every grade. In original packages, unbleached, or in cases, bleached.

A VERY DIFFERENT THING.

When a man has an attack of toothache, or sprains his ankle, or gashes his finger with a knife, he understands what ails him as well as the most eminent medical authority in the country would understand it. He may not be able to *treat* his trouble, but he knows *what it is*; and consequently suffers no mental anxiety arising from doubt and mystery.

But when he is overtaken by an illness which it is difficult or impossible to locate, which seems to affect half a dozen different parts of his body at once, so that he cannot say, "It is here," or "It is there," he is justified in apprehending something profound and serious. No wonder that under these circumstances Mr. Boorman could not tell what had come over him.

"In March, 1891," so runs his short account of it, "my health began to fail. I felt low, weak, and had no strength or energy. *What had come over me I could not tell.*

"I had a foul, horrid taste in my mouth, and no appetite. As soon as I had eaten, the food lay on my chest like lead. I was constantly spitting up a gaseous, sour fluid, and something would rise into my throat enough to choke me.

"I was much troubled with palpitation; my heart would thump and throb until I could scarcely bear it, and I had often to sit up in bed to ease the pain. I gradually got worse and worse until I was in a shocking state of weakness."

[If a person under such circumstances were to make up his mind he had what is called "heart disease," who could point the finger of ridicule at him for thinking so? If he were worried with apprehensions of sudden death from that cause, are you the man to say he was afraid of nothing? Not you, nor anybody else. And yet—, but let's have the rest of the letter.]

"I could hardly drag one leg before the other," continues Mr. Boorman, "and was so nervous that the least thing would startle me."

"I consulted a doctor, but his medicines did me no good, and in October (1891) I went to Bartholomew's Hospital, but was no better for their treatment. I afterwards went to the Bethnal Green Hospital, but with the same result. I had now got so low and weak that I despaired of ever getting better, and thought I was in a consumption.

"In January, 1892, I read of cases like mine having been cured by Mother Seigel's Curative Syrup. I got a bottle of this medicine from Mr. Lucas, chemist, Talbot Road, and after taking it I found relief. I continued taking it, and in a month felt quite a different man.

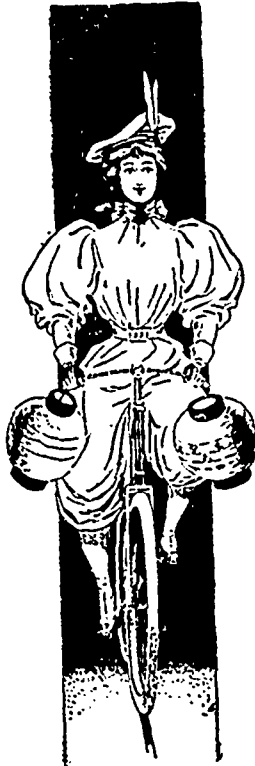
"I could eat, and the food gave me no pain; and slowly I gained strength. By-and-by I was well and strong as ever, and have since kept in good health. Mother Seigel's Syrup has saved my life, and I wish others to know of it. You can publish this statement and refer any one to me. (Signed) William Boorman, 61 Perry Street, Northampton, October 23rd, 1895."

What, then, was it that came over Mr. Boorman? In the light of the result, and the manner of the cure, I answer without hesitation—it was the dark foreshadow of the most common and the most dangerous disease known—indigestion, dyspepsia; the collapse of the body's power to keep itself up; the slipping from under him of the very foundation stones of his vitality. That was what had come over him.

Then why didn't he recognise it? Why didn't the doctors seem to recognise it? Why couldn't they "tell" what it was? Because it is the Prince of Deception, the counterfeit of all diseases *outwardly*, and the reality of all diseases *inwardly*. Because, having one nature, it has a hundred shifting symptoms. Its roots are in the stomach, and its branches run from head to heel.

When you feel the vague trouble that came over Mr. Boorman, recall these words and take Mother Seigel's Syrup, without waiting to wonder what ails you.

BOOKLETS . .



MY PARTICULAR SPECIALTY is illustrated booklets. By a booklet I mean anything from eight pages upward. A booklet properly treats of a business as a whole, or of any particular part, branch or specialty of a business. For instance, my little booklet "How" tells why I think I should be paid for advice on advertising problems, and about what I ought to be paid for it. I will send it freely to any business man whose name is in the R. G. Dun book. I am making a large number of booklets this fall. Booklets for all sorts of businesses in all sorts of places. Last month I wrote, illustrated and printed 10,000 booklets for a banker in Sydney, New South Wales. The booklets cost him \$245.00, and the expressage to Sydney was \$182.00. But my client got exactly what he wanted—and it will pay him. Last month also I have made a series of seven booklets for one of the leading jewelry concerns of the country. Last month also a large pamphlet for a proprietary medicine concern of national importance. Last month also—on October 13—I received an order by telegraph from one of the largest importers and roasters of coffee in America. Order came at 2.45 p.m., and was for a 16-page booklet, with cover in two colors, and seven illustrations for the inside pages. *At five-thirty the same evening* the finished drawings and the copy were mailed by special delivery. The day the matter was received by my client I got a wire saying: "Matter for booklet received and perfectly satisfactory." I believe there is no other place on earth where this could have been done. I don't like to work in a rush, but I can do it if I must. How do I do it? I have on file in my offices—properly classified and indexed—matter pertaining to almost every conceivable business subject. When this "coffee" order came I called for all the matter on file in relation to coffee, and in five minutes I had on my desk about all the known facts about this particular food product. I worked carefully, out quickly. My information was accurate. My work was satisfactory. Write or telegraph me about a booklet for *your* business.

Charles Austin Bates + + + +
Vanderbilt Building, New York

the story, and not the end. An advertisement that merely attracts attention is like an empty store covered with gorgeous signs.

* * *

There is only one way of judging advertising—that is, by the results it brings—not the results in attention, or inquiries, or answers—but in cash. Cash is the only thing with which to measure results. Stack the expense of advertising up against the profits it brings, and see which pile is the bigger. If the expense stack is higher than the stack of profits, something is wrong, and if it cannot be remedied the advertiser had better "cash in" and quit.

* * *

Ordinarily I don't like slangy advertisements, although I am a strong believer in slang in its proper place. It is exceedingly expressive, and when it is used in the right place—even in advertising—it is very effective. The trouble is that ninety-nine times in a hundred it isn't used in the right way or in the right place. I believe in a touch of slang here and there, because I believe that colloquial phraseology—the kind of talk that people use and hear every day—is the best talk to put in an advertisement.

* * *

I believe that everybody remembers Dr. Johnson, not because of his writings, but because of his table talk. Whenever the Doctor picked up a pen he got on stilts and talked Latinized English. When he merely talked to his chums at some tavern or tea-shop he said bright things in colloquial English. Those sayings remain and are admired long after all that he wrote is practically forgotten.

* * *

Example goes further than talk. What a customer wants to know is what you have to sell, and how much you want for it. Trust a customer to find out how honest you are; especially if she is a woman. She doesn't care for your theories about business. She doesn't care for your theories about advertising. She doesn't care for high saluting phrases or Johnsonian English. What she wants is the daily news of your store.

* * *

Every once in a while somebody makes an outcry against giving money back for unsatisfactory purchases. I have never seen any reason why this should not be done. It is exceedingly short-sighted business policy for a merchant to force a customer to keep an unsatisfactory article, when it might be returned in good order and placed in stock. About the only effect of such a procedure is to lose the goodwill and custom of the purchaser.

SODIUM OSSALINATE.—The sodium combination of ossalinic acid, or briefly, a soda soap with ossalin as the fat.

Optical Department

In charge of W. E. HAMILL, M.D., Toronto.



Correspondents should note that for an intelligent answer to be given to their inquiries, it is necessary in every case to give the following information relative to their patient: (1) Sex, (2) age, (3) occupation, (4) near point of distinct vision for small type with each eye alone, (5) how their eyes trouble them, *i.e.*, their asthenopic symptoms, (6) vision of each eye at twenty feet alone without glasses, (7) best vision obtainable with glasses, naming correction.

Example.—J.S., male; age, 18; book-keeper; can read small type to within five inches of each eye; complains of much headache through the day and evening; eyes feel sore and water a good deal, look red and inflamed, etc., etc.

R.E.V. $\frac{3}{8}$ with + 1.50 = $\frac{3}{8}$
L.E.V. $\frac{3}{8}$ with + 1.50 = $\frac{3}{8}$

The above example is taken to illustrate about how we desire inquiries to be made.

—

F.P.B.—I have a patient 64 years old, with V. in each eye = $\frac{3}{8}$ and with + 50 = $\frac{3}{8}$, which practically makes her emmetrope, and we would expect it would require at least a +4.00 D to bring the P.P. back to 22 c.m. for reading; but, upon trying her reading I found +2.25 would bring the P.P. back to 22 c.m. for Jaeger No. 1. Why is this, and what glasses would you advise for reading in this case?

Answer.—Another exceptional case which proves that presbyopia cannot be fitted by any other rule than "to give them the weakest convex glass which brings their P.P. back to 22 c.m." This case evidently has much more accommodation at her age than is usual, the cause of which is uncertain, but we would suppose it is due to some degeneration in the crystalline lens which is making it less dense, thus allowing it to assume a greater curve upon action of the ciliary muscle—a condition which one would not be surprised later on to pass into one of the forms of cataract; hence a careful opinion should be given in this case if asked for. The glasses, of course, to prescribe at present would be +2.25 for reading, sewing etc.

T.C.N.—Girl, 10 years old; attends school.

R.V. $\frac{2}{8}$ with + 1.25 V. = $\frac{2}{8}$
L.V. $\frac{2}{8}$ with + 1.25 V. = $\frac{2}{8}$

Complaints of headache and tired eyes, and the edges of eyelids are much inflamed and have crusts on them. What do you advise in this case?

Answer.—This is a case of hyperopia with what is called blepharitis, *i.e.*, inflammation of the margins of the eyelids, and is probably caused by the irritation set up by the hyperopia. The strongest convex glasses with which she can see as well or better at 20 feet than she did with the naked eye will, without doubt, relieve her headache, and also probably cure the inflamed eyelids. If the latter do not speedily become well it would be advisable for you to have her consult an oculist for proper medicinal treatment. Blepharitis is very frequently, indeed usually, due to some eye strain, the relief of the latter usually bringing about a cure of the former. These cases are very common, and every optician should know the why and wherefore thereof.

S.A.V.—Can you give any written advice how to learn to use the retinoscope? I have bought one, but find it of little use to me, as I cannot understand the manipulations thereof.

Answer.—Hardly! The retinoscope is one of the most useful, easily learned, and simple instruments of the whole outfit of an optician; but two hours personal instruction under a teacher conveys more information how to use it than months of digging it out yourself; and the first advanced class at the Optical Institute of Canada I would advise you to attend on the day retinoscopy is taught, and secure what you desire.

Embossed in Gold.

—

To buy and reproduce famous paintings involves an expenditure that could hardly be borne unless, as in the case of *The Youth's Companion*, the enterprise is sustained by the approval of more than five hundred thousand subscribers. *The Companion's Souvenir Calendar for 1898*, a series of charming figure-pieces, faithfully copied in colors and embossed in gold, is recognized as one of the richest and most costly examples of this form of art. Yet every new subscriber receives it without additional charge. Moreover, the paper is sent free to new subscribers every week from the time the subscription is received until January, 1898, and then for a full year to January, 1899.

The popular price of *The Companion*, \$1.75 a year, and the character of its contents, make it a paper for every household. Exceptional attractions are promised for the fifty-two numbers to be issued during 1898. The Rt. Hon. W. E. Gladstone, the Hon. Thomas B. Reed, Rudyard Kipling, Lillian Nordica, John Burroughs, W. D. Howells, and Max O'Rell are prominent in the long list of eminent contributors named in *The Companion's* announcement, which will be sent free to any one addressing.

The Youth's Companion,
205 Columbus Ave., Boston, Mass.

Books.

"A Text-Book of Practical Therapeutics, with special reference to the application of Remedial Measures to Disease and their Employment upon a Rational Basis." By Hohart Amory Hare, M.D., Professor of Therapeutics and Materia Medica in the Jefferson Medical College, Philadelphia, etc. With special chapters by Drs. George E. de Schweinitz, Edward Martin, and Barton C. Hirst. Sixth edition, thoroughly revised and largely rewritten. In one octavo volume of 756 pages. Cloth, \$3.75; leather, \$4.75. Lea Brothers & Co., Publishers, Philadelphia and New York, 1897.

Perhaps no better test of the value of this work can be given than the fact that it has been necessary to publish another edition, the sixth within seven years.

The present edition shows a careful revision has been made of the previous one, and a large portion of it entirely rewritten. New matter has also been added, amongst others the treatment by serum preparations.

The work is divided into two sections, in the first of which the author deals with medicinal and non medicinal remedial agents, and the second is practically a treatise on diagnosis, presenting a description of the various diseases and their appropriate therapeutic agents.

A very useful feature of the book is that two full indexes are provided, one of remedies, the other of diseases.

The paper, binding, and general appearance of the book is in keeping with those published by this well-known firm, a fact which pronounces it to be of the highest order.

A Good Testimonial.

The illustrated optical catalogue recently sent out by the Montreal Optical Company has brought out many appreciative responses from the trade, amongst which that of Mr. E. M. Trowern, with B. & H. B. Kent, the well known Toronto jewelers, is worth publishing. He says: "In my opinion it is excellently compiled, and may be referred to as a 'silent traveller,' showing at leisure every style of frame and all the et ceteras of a complete optical stock, and it should be preserved as an auxiliary to every well-kept optical department."

Albert E. Ebert at Editorial Work.

Albert E. Ebert, Ph.M., Ph.D., is one of the best known retail druggists in the United States, on account of his long service in literary and professional work. He has recently become associated with the editorial staff of the *Meyer Brothers Druggist*. The doctor has charge of the department of Working Formulas.

Acknowledgments.

The British and Colonial Druggists' Diary for 1898 has just been received, and is quite up to the standard of former years, which is saying a good deal. It is a book of nearly 400 pages, and has, in addition to the diary itself, articles on water analysis, tables of new remedies of 1897, photographic formulae, etc. It also contains postal information, legal notes, etc., particularly useful to British chemists. Its advertising pages show the appreciation of manufacturers and wholesalers.

The Chemists' and Druggists' Diary for 1898 is a marvel of size, as well as a useful companion. The amount of advertising it contains is quite a revelation to its friends on this side of the water, and evidently the *Chemist and Druggist* is a great favorite with the drug and chemical manufacturers of Great Britain. The Diary proper is, as usual, admirably arranged, and it also contains useful articles for the everyday reading of chemists.

Newspaper Advertising in the United States.

A book of two hundred pages, containing a catalogue of about six thousand newspapers, being all that are credited by the American Newspaper Directory (December edition for 1897) with having regular issues of 1,000 copies or more. Also separate State maps of each and every State of the American Union, naming those towns only in which there are issued newspapers having more than 1,000 circulation. This book (issued December 15th, 1897) will be sent, postage paid, to any address on receipt of one dollar. Address the Geo. P. Rowell Advertising Co., 10 Spruce street, New York.

DR. HARTE'S
CELERY
IRON
PILLS. NUTRATIVE, TONIC,
NERVE RESTORING.

HOW TO GET

	Per Doz.	One Gross.
Dr. CODERRE'S RED PILLS, for Pale and Weak Women	\$4	\$40
In 3 doz. lots, 5 per cent. discount.		
Dr. CODERRE'S PLASTERS	\$2	\$20
In 3 doz. lots, 5 per cent. discount.		
Dr. CODERRE'S PURGATIVE TABLETS	\$2	\$20
In 3 doz. lots, 5 per cent. discount.		
Dr. CODERRE'S INJECTION POWDER	\$2	\$20
In 3 doz. lots, 5 per cent. discount.		

To obtain the 5 per cent discount, the order must be for not less than 3 dozen of any one of our Remedies. Special price in large quantities.

Correspondence Solicited. F.O.B. Montreal.

THE FRANCO-AMERICAN CHEMICAL CO.
87 ST. CHARLES BARRONNEE ST., MONTREAL.
Bell Tel. 635.
N.B.—We will not sell to Price Cutters.

PAPER TEETH.—A German firm manufactures teeth from paper pulp instead of porcelain. They are said to be very much more durable, and to preserve their color well. The risk of chipping is, of course, entirely obviated.

WANTS, FOR SALE, ETC.

Advertisements under the head of Business Wanted, Situations Wanted, Situations Vacant, Business for Sale, etc., will be inserted once free of charge. Answers must not be sent in care of this office unless postage stamps are forwarded to re-mail replies.

SITUATIONS WANTED.

13 YEARS EXPERIENCE IN WHOLESALE and Retail, either suitable. Age 29, married, strictly temperate, first-class certificates (Scotch). Apply, J.B.M., 67 Jackson St. W., Hamilton, Ont.

POSITION WANTED as Traveller, Manager, Dispenser, or any position of trust in Drugs, Patent Medicines, Oils, Trusses and Surgical Instruments. Know Western Ontario well. DRUGGIST, Box 366, St. Thomas, Ont.

FOR SALE.

DRUG STOCK FOR SALE—About \$2,500 stock in good condition. A good income from doctors per month. Address, QUASSIA, care CANADIAN DRUGGIST, Toronto.

WANTED.

A SECOND-HAND OPTICAL CASE CONTAINING stigmatic lenses, test frame, etc. Must be cheap. Apply J. O. SIMSON, Druggist, Chesley.

WANTED—TRUSTWORTHY AND ACTIVE gentlemen or ladies to travel for position, established house. Monthly \$65 and expenses. Position steady. Reference. Enclose self-addressed stamped envelope. Address The Dominion Company, Department V., Chicago

We Solicit Your Trade

We offer a well-assorted stock of

Drugs
Chemicals
Patent
Medicines
Perfumery
Toilet Articles
etc.

CALL AND SEE US

JAMES A. KENNEDY & CO.,

WHOLESALE DRUGGISTS

342 Richmond St.,

LONDON, Ont.

Seely's Holiday Line of Perfumes is as always, Incomparable

Larger and More Attractive this year than ever, and not to be found in Dry Goods, Grocery, Departmental or Book Stores.

Sold to Druggists Only.

If our Representatives for any reason have not called on you this fall, please advise and we will send you our illustrated catalogue, from which a mail order can be made up.

Mail orders receive our careful and prompt attention.



SEELY MANUFACTURING COMPANY,

ESTABLISHED 1862

DETROIT, MICH., U.S.A.

WINDSOR, ONTARIO.

CANADIAN DRUGGIST PRICES CURRENT

Corrected to December 11th, 1897.

The quotations given represent average prices for quantities usually purchased by Retail Dealers. Larger parcels may be obtained at lower figures, but quantities smaller than those named will command an advance.

ALCOHOL, gal.....	\$4 75	\$5 00	Powdered, lb	\$ 30	\$ 35	Myrrh, lb	\$ 45	\$ 48
Methyl.....	1 90	2 00	CARBON, Bisulphide, lb..	17	18	Powdered, lb.....	55	60
ALLSPICE, lb.....	13	15	CARMINE, No. 40, oz.....	40	50	Opium, lb.....	4 75	5 00
Powdered, lb.....	15	17	CASTOR, Fibre, lb	20 00	20 00	Powdered, lb.....	6 00	6 25
ALOIN, oz.....	40	45	CHALK, French, powdered, lb...	10	12	Scammony, pure Resin, lb.....	12 50	13 00
ANODYNE, Hoffman's bot., lbs...	50	55	Precip., see Calcium, lb.....	10	12	Shellac, lb.....	35	40
ARROWROOT, Bermuda, lb.....	40	45	Prepared, lb.....	5		Bleached, lb.....	40	45
St. Vincent, lb.....	15	18	CHARCOAL, Animal, powd., lb...	4	5	Spruce, true, lb.....	30	35
BALSAM, Fir, lb.....	40	45	Willow, powdered, lb.....	20	25	Tragacanth, flake, 1st, lb.....	85	90
Copaiba, lb.....	70	85	CLOVE, lb.....	16	17	Powdered, lb.....	1 10	1 25
Peru, lb.....	3 25	3 50	Powdered, lb.....	17	18	Sorts, lb.....	55	70
Tolu, can or less, lb.....	90	95	COCHINEAL, S.G., lb.....	40	45	Thus, lb.....	8	10
BARK, Barberrry, lb.....	22	25	COLLODION, lb.....	75	80	HERB, Althea, lb.....	27	35
Bayberry, lb.....	15	18	Cantharidal, lb.....	2 50	2 75	Bitterwort, lb.....	36	40
Buckthorn, lb.....	15	17	CONFECTION, Senna, lb.....	40	45	Burdock, lb.....	16	18
Canella, lb.....	15	17	CREOSOTE, Wood, lb.....	2 00	2 50	Boneset, oz., lb.....	15	17
Cascara Sagrada.....	25	30	CUTTLEFISH BONE, lb.....	25	30	Catnip, oz., lb.....	17	20
Cascarilla; select, lb.....	18	20	DENTRINE, lb.....	10	12	Chiretta, lb.....	25	30
Cassia, in mats, lb.....	18	20	DOVER'S POWDER, lb.....	1 50	1 60	Coltsfoot, lb.....	20	38
Cinchona, red, lb.....	60	65	ERGOT, Spanish, lb.....	75	80	Feverfew, oz., lb.....	53	55
Powdered, lb.....	65	70	Powdered, lb.....	90	1 00	Grindelia robusta, lb.....	45	50
Yellow, lb.....	35	40	Ergotin, Keith's, oz.....	2 00	2 10	Horehound, oz., lb.....	18	20
Pale, lb.....	40	45	EXTRACT LOGWOOD, bulk, lb....	13	14	Jaborandi, lb.....	45	50
Elm, selected, lb.....	18	20	Pounds, lb.....	14	17	Lemon Balm, lb.....	38	40
Ground, lb.....	17	20	FLOWERS, Arnica, lb.....	15	20	Liverwort, German, lb.....	38	40
Powdered, lb.....	20	28	Calendula, lb.....	55	60	Lobelia, oz., lb.....	15	20
Hemlock, crushed, lb.....	18	20	Camomile, Roman, lb.....	25	30	Motherwort, oz., lb.....	20	22
Oak, white, crushed lb.....	15	17	German, lb.....	40	45	Mullein, German, lb.....	17	20
Orange peel, bitter, lb.....	15	16	Elder, lb.....	20	22	Pennyroyal, oz., lb.....	18	20
Prickly ash, lb.....	35	40	Lavender, lb.....	12	15	Peppermint, oz., lb.....	21	22
Sassafras, lb.....	15	16	Rose, red, French, lb.....	1 60	2 00	Rue, oz., lb.....	30	35
Soap (quillaya), lb.....	13	15	Rosemary, lb.....	25	30	Sage, oz., lb.....	18	20
Wild cherry, lb.....	13	15	Saffron, American, lb.....	65	70	Spearmint, lb.....	21	25
BEANS, Calabar, lb.....	45	50	Spanish, Val'a, oz.....	1 00	1 25	Thyme, oz., lb.....	18	20
Tonka, lb.....	1 50	2 75	GELATINE, Cooper's, lb.....	75	80	Tansy, oz., lb.....	15	18
Vanilla, lb.....	11 00	16 00	French, white, lb.....	35	40	Wormwood, oz.....	20	22
BERRIES, Cubeb, sifted, lb.....	20	25	GLYCERINE, lb.....	20	25	Verba Santa, lb.....	38	44
powdered, lb...	25	30	GUARANA.....	1 25	1 50	HONEY, lb.....	13	15
Juniper, lb.....	7	10	Powdered, lb.....	1 50	1 75	HOPS, fresh, lb....	20	25
Ground, lb.....	12	14	GUM ALOES, Cape, lb.....	18	20	INDIGO, Madras, lb.....	75	80
Prickly ash, lb.....	40	45	Barbadoes, lb.....	30	50	INSECT POWDER, lb.....	38	40
BUDS, Balm of Gilead, lb.....	55	60	Socotrine, lb.....	65	70	ISINGLASS, Brazil, lb.....	2 00	2 10
Cassia, lb.....	25	30	Asafoetida, lb.....	40	45	Russian, true, lb.....	6 00	6 50
BUTTER, Cacao, lb.....	75	80	Arabic, 1st, lb.....	70	75	LEAF, Aconite, lb.....	25	30
CAMPHOR, lb.....	55	65	Powdered, lb.....	80	95	Bay, lb.....	18	20
CANTHARIDES, Russian, lb.....	1 40	1 50	Sifted sorts, lb.....	45	50	Belladonna, lb.....	25	30
Powdered, lb.....	1 50	1 60	Sorts, lb.....	39	35	Buchu, long, lb.....	50	55
CAPSICUM, lb.....	25	30	Benzoin, lb.....	50	1 00	Short, lb.....	25	27
			Catechu, Black, lb.....	5	20	Coca, lb.....	35	40
			Gamboge, powdered, lb.....	1 20	1 25	Digitalis, lb.....	15	20
			Guaiac, lb.....	50	1 00	Eucalyptus, lb.....	18	25
			Powdered, lb.....	99	95	Hyoscyamus.....	20	25
			Kino, true, lb.....	4 25	4 50	Matico, lb.....	70	70

Senna, Alexandria, lb.	25	30	Queen of the Meadow, lb.	18	20	Valerianate, oz.	55	60
Tinnevely, lb.	15	25	Rhatany, lb.	20	30	AMYL, Nitrite, oz.	16	18
Stramonium, lb.	20	25	Rhubarb, lb.	75	2 50	ANTINERVIN, oz.	85	00
Uva Ursi, lb.	15	18	Sarsaparilla, Hond, lb.	40	45	ANTIKAMNIA.	1 30	1 35
LECCHES, Swedish, doz.	1 00	1 10	Cut, lb.	50	55	ANTIPIRYN, oz.	1 10	1 20
LICORICK, Solazhi.	45	50	Senega, lb.	55	65	ARISTOL, oz.	1 85	2 00
Pignatelli.	35	40	Squill, lb.	13	15	ARSENIC, Donovan's sol., lb.	25	30
Grasso.	30	35	Stillingia, lb.	22	25	Fowler's sol., lb.	10	13
Y & S—Sticks, 6 to 1 lb., per lb.	27	30	Powdered, lb.	25	27	Iodide, oz.	50	55
" Purity, 100 sticks in box	75	75	Urnicorn, lb.	38	40	White, lb.	6	7
" Purity, 200 sticks in box	1 50	1 50	Valerian, English, lb. true.	20	25	ATROPINE, Sulp. in 1/2 ozs. Soc.,	6 00	6 25
" Acme Pellets, 5 lb. tins	2 00	2 00	Virginia, Snake, lb.	40	45	oz.	40	45
" Lozenges, 5 lb. tins.	2 00	2 00	Yellow Dock, lb.	15	18	BISMUTH, Ammonia-citrate, oz.	40	45
" Tar, Licorice, and Tolu,	2 00	2 00	RUM, Bay, gal.	2 50	2 75	Iodide, oz.	55	60
5 lb. tins.	2 00	2 00	Essence, lb.	3 00	3 25	Salicylate, oz.	25	30
LUPULIN, oz.	30	35	SACCHARIN, oz.	1 25	1 50	Subcarbonate, lb.	2 00	2 25
LYCOPODIUM, lb.	70	80	SERR, Anise, Italian, sifted, lb.	13	15	Subnitrate, lb.	1 80	2 00
MACE, lb.	1 20	1 25	Star, lb.	35	40	BORAX, lb.	7	8
MANNA, lb.	1 60	1 75	Burdock, lb.	30	35	Powdered, lb.	8	9
Moss, Iceland, lb.	9	10	Canary, tag or less, lb.	4	5	BROMINE, oz.	8	13
Irish, lb.	12	13	Caraway, lb.	10	13	CADMIUM, Bromide, oz.	20	25
MUSK, Tonquin, oz.	46 00	50 00	Cardamom, lb.	1 15	1 25	Iodide, oz.	45	50
NITGALLS, lb.	21	25	Celery.	25	30	CAFFEINE, oz.	55	60
Powdered, lb.	25	30	Colchicum.	50	60	Citrate, oz.	45	50
NUTMEGS, lb.	1 00	1 10	Coriander, lb.	10	12	CALCIUM, Hypophosphite, lb.	1 50	1 60
NUX VOMICA, lb.	10	12	Cumm, lb.	15	20	Iodide, oz.	95	1 00
Powdered, lb.	25	27	Fennel, lb.	15	17	Phosphate, precip., lb.	35	38
OAKUM, lb.	12	15	Fenugreek, powdered, lb.	7	9	Sulphide, oz.	5	6
OINTMENT, Merc., lb. 1/2 and 1/2.	70	75	Flax, cleaned, lb.	3 1/2	4	CERIUM, Oxalate, oz.	10	12
Citrine, lb.	45	50	Ground, lb.	4	5	CHINOH, SE, oz.	15	18
PARALDEHYDE, oz.	20	22	Hemp, lb.	3 1/2	4	CHLORAL, Hydrate, lb.	1 25	1 30
PEPPER, black, lb.	12	13	Mustard, white, lb.	11	12	Croton, oz.	75	80
Powdered, lb.	15	16	Pumpkin.	15	20	CHLOROFORM, lb.	60	1 00
PITCH, black, lb.	3	4	Quince, lb.	65	70	CINCHONINE, sulphate, oz.	25	30
Bergundy, true, lb.	10	12	Rape, lb.	5	6	CINCHONIDINE, Sulph., oz.	28	30
PLASTER, Calcined, bbl. cash.	25	3 25	Strophanthus, oz.	50	55	COCAINE, Mur., oz.	3 50	4 00
Adhesive, yd.	12	13	Worm, lb.	22	25	CODEIA, 1/2 oz.	75	80
Belladonna, lb.	65	70	SEIDLITZ MIXTURE, lb.	25	30	COLLODION, lb.	65	70
Galban Comp., lb.	80	85	SOAP, Castile, Mottled, pure, lb.	10	12	COPPER, Sulph., (Blue Vitriol) lb.	6	7
Lead, lb.	25	30	White, Conti's, lb.	15	16	Iodide, oz.	65	70
POPPY HEADS, per 100.	1 00	1 10	Powdered, lb.	25	40	COFFERAS, lb.	1	3
ROSIN, Common, lb.	2 1/2	3	Green (Sapo Viridis), lb.	25	40	DIPHTERIN, oz.	1 60	1 65
White, lb.	3 1/2	4	SPERMACEIN, lb.	60	65	ETHER, Acetic, lb.	75	80
RESORCIN, white, oz.	25	30	TURPENTINE, Chuan, oz.	75	80	Sulphuric, lb.	40	50
ROCHELLE SALT, lb.	25	28	Venice, lb.	10	12	EXALGINE, oz.	1 00	1 10
ROOF, Aconite, lb.	22	25	WAX, White, lb.	50	75	HYOSCYAMINE, Sulp., crystals, gr.	25	30
Althea, cut, lb.	30	35	Yellow.	40	45	IODINE, lb.	4 50	5 00
Belladonna, lb.	25	30	WOOD, Guaiac, rasped.	5	6	IODIFORM, lb.	5 25	5 50
Blood, lb.	18	25	Quassia chips, lb.	10	12	IODOL, oz.	1 40	1 50
Bitter, lb.	27	30	Red Saunders, ground, lb.	5	6	IRON, by Hydrogen.	80	85
Blackberry, lb.	15	18	Santal, ground, lb.	5	6	Carbonate, Precip., lb.	15	16
Burdock, crushed, lb.	18	20	CHEMICALS.			Sacch., lb.	30	35
Calamus, sliced, white, lb.	20	25	ACID, Acetic, lb.	12	13	Chloride, lb.	45	55
Canada Snake, lb.	30	35	Glacial, lb.	45	50	Sol., lb.	13	16
Cohosh, black, lb.	15	20	Benzoic, English, oz.	20	25	Citrate, U.S.P., lb.	90	1 00
Colchicum, lb.	40	45	German, oz.	10	12	And Ammon., lb.	70	75
Columbo, lb.	20	22	Boracic, lb.	13	14	And Quinine, lb.	1 50	3 00
Powdered, lb.	25	30	Carbolic Crystals, lb.	30	35	Quin. and Stry., oz.	18	30
Coltsfoot, lb.	38	40	Calvert's No. 1, lb.	2 10	2 15	And Strychnine, oz.	13	15
Comfrey, crushed, lb.	20	25	No. 2, lb.	1 35	1 40	Dialyzed, Solution, lb.	50	50
Curcuma, powdered, lb.	13	14	Citric, lb.	50	55	Ferrocyanide, lb.	55	60
Dandelion, lb.	20	22	Gallic, oz.	10	12	Hypophosphites, oz.	25	35
Elicampagne, lb.	15	20	Hydrobromic, diluted, lb.	30	35	Iodide, oz.	40	45
Galangal, lb.	15	18	Hydrocyanic, diluted, oz. bottles	1 50	1 60	Syrup, lb.	40	45
Gelsemium, lb.	22	25	doz.	8	10	Lactate, oz.	5	6
Gentian or Genitan, lb.	12	13	Lactic, concentrated, oz.	8	10	Pernitrate, solution, lb.	15	16
Ground, lb.	13	14	Muriatic, lb.	3	5	Phosphate scales, lb.	1 25	1 30
Powdered, lb.	13	15	Chem. pure, lb.	18	20	Sulphate, pure, lb.	7	9
Ginger, African, lb.	18	20	Nitric, lb.	10 1/2	13	Exsiccated, lb.	8	10
Po., lb.	20	22	Chem. pure, lb.	25	30	And Potass. Tartrate, lb.	80	85
Jamaica, blehd., lb.	27	30	Oleic, purified, lb.	75	80	And Ammon Tartrate, lb.	80	85
Po., lb.	30	35	Oxalic, lb.	12	13	LEAD, Acetate, white, lb.	13	15
Ginseng, lb.	4 50	4 75	Phosphoric, glacial, lb.	1 00	1 10	Carbonate, lb.	7	8
Golden Seal, lb.	75	80	Dilute, lb.	13	17	Iodide, oz.	35	40
Gold Thread, lb.	90	95	Pyrogallie, oz.	30	35	Po., lb.	7	9
Hellebore, white, powd., lb.	12	15	Salicylic, white, lb.	75	80	LIME, Chlorinated, bulk, lb.	4	5
Indian Hemp.	18	20	Sulphuric, carboy, lb.	2	2 1/2	In packages, lb.	6	7
Ipecac, lb.	1 75	2 00	Bottles, lb.	4	5	LITHIUM, Bromide, oz.	30	35
Powdered, lb.	2 00	2 25	Chem. pure, lb.	18	20	Carbonate, oz.	30	35
Jalap, lb.	55	60	Tannic, lb.	80	85	Citrate, oz.	25	30
Powdered, lb.	60	65	Tartaric, powdered, lb.	40	45	Iodide, oz.	50	55
Kava Kava, lb.	40	90	ACETANILID, lb.	70	75	Salicylate, oz.	35	40
Licorice, lb.	12	15	ACONITINE, grain.	4	5	MAGNESIUM, Calc., lb.	55	60
Powdered, lb.	13	15	ALUM, cryst. lb.	4 1/2	5	Carbonate, lb.	18	20
Mandrake, lb.	13	18	Powdered, lb.	3	4	Citrate, gran., lb.	35	40
Masterwort, lb.	16	40	AMMONIA, Liquor, lb., .SSo.	10	12	Sulph. (Epsom salt), lb.	1 25	3
Orris, Florentine, lb.	30	35	AMMONIUM, Bromide, lb.	80	85	MANGANESE, Black Oxide, lb.	5	7
Powdered, lb.	40	45	Carbonate, lb.	14	15	MENTHOL, oz.	35	40
Pareira Brava, true, lb.	40	45	Iodide, oz.	35	40	MERCURY, lb.	75	80
Pink, lb.	40	45	Nitrate crystals, lb.	40	45	Ammon (White Precip.)	1 25	1 30
Parsley, lb.	30	35	Muriate, lb.	12	16	Chloride, Corrosive, lb.	90	1 00
Pleurisy, lb.	20	25				Calomel, lb.	105	1 15
Poke, lb.	15	18				With Chalk, lb.	50	55

Amongst Our Advertisers.

Mr. M. M. Cohen, of Cohen Bros., has returned from the States, where he spent the Thanksgiving holidays. He reports a good time at the hands of Mr. DeZeng, of the Cataract Optical Co., where he spent considerable time in the interests of the refractometer, of which he is an enthusiastic endorser. He states that after devoting considerable time to the study of its features with the inventor, he is prepared to go further than heretofore in its praise.

The Toronto Pharmacal Company desire to draw especial attention to their "Improved Daisy Butter Color," manufactured strictly after the formula of the eminent French chemist, De Poirier. They will mail a sample, postage paid, to any druggist upon application, and ask it to be tested as follows: Place a drop of it and a drop of any other reliable make side by side on a sheet of white paper, and note the comparison. This test is infallible. Try it.

The Success of the Lung Tonic.

Owbridge's Lung Tonic is sold all over the world in large quantities. Twenty years ago it was but little known, and then Mr. Owbridge began by spending £100 a year in advertising, the sum being rapidly augmented, until to-day the advertising costs the nice little sum of £15,000 yearly, with, of course, compensating satisfactory trade. We read Mr. Owbridge's own admission that twenty-two years ago he began making the preparation in a two-gallon bottle and a half-gallon pan, and was thankful to get an order for a dozen. Now the demand is nearly 15,000 bottles a day, and there are always 730,000 bottles in use. Twenty-two years ago the small chemist's business and the two-gallon bottle; and to-day vast and magnificent buildings, a little army of work people, and Mr. Owbridge, sheriff-elect of Hull. The Druggists' Corporation of Canada, Limited, are sole agents for these goods.

Magazines.

A Library in Itself.

Few people are able to buy as many books as they would like, yet it is possible without them to keep in touch with all the leaders of literature, as well as to follow the world's progress in every department of science and industry. *The Youth's Companion* already provides the means for more than half a million households—at an expense to each of \$1.75 a year. Every issue of *The Companion* gives as much reading matter as a 12mo book of 175 pages, and *The Companion* comes every week. The quality of its contents is shown by the announcement

for 1898, which promises contributions next year from the Rt. Hon. W. E. Gladstone, Rudyard Kipling, Speaker Reed, Capt. A. T. Mahan, Mary E. Wilkins, W. D. Howells, Lieutenant Peary, the Marquis of Dufferin, Senator Hoar, Justin McCarthy, and more than two hundred other eminent men and women.

All new subscribers for 1898 will receive *The Companion's* gold embossed calendar, beautifully printed in twelve colors, and the paper will also be sent free from the time the subscription is received until January, 1898, and then for a full year to January, 1899. A handsome illustrated prospectus of the volume for 1898 will be sent to any one addressing

THE YOUTH'S COMPANION,
205 Columbus Ave, Boston, Mass.

Frank Leslie's Popular Monthly for December.

The Christmas number of *Frank Leslie's Popular Monthly* is brimful of attractive articles and entertaining stories for the festal season. The number opens with a Christmas story by Frank R. Stockton, entitled "Old Applejoy's Ghost," which contains a particularly clever idea worked out in Mr. Stockton's well-known pleasing manner. It is illustrated with three full-page drawings by George Wright. This is followed by the second paper in the magazine's important series on Andrew Jackson, and his times and compatriots, taking up this month "Andrew Jackson as a Military Commander," written by A. Oakey Hall, and containing portraits and views, and an excellent picture of Jackson spending Christmas Day, in 1814, by H. M. Eaton. Hunter MacCulloch contributes an entertaining paper on "The Music of Christmas Time," which is made particularly interesting by the insertion in the text of reproductions of the music of some of the old-time songs and carols. "Famous Ranchos of the San Gabriel Valley," written by Beatrice Bellido de Luna, has many fine illustrations. Perhaps the most important article in the number is one on "The Baptists," in which General T. J. Morgan, corresponding secretary of the American Baptist Home Mission Society, describes the history, growth, and creed of that religious body in this country. It is the first of a series of articles on the religions denominations of America. There are other interesting articles; several short stories in addition to the one by Frank R. Stockton, contributed by Amelia E. Barr and Margeret E. Sangster; poems by Ella Wheeler Wilcox and Minna Irving; an attractive department for the boys and girls, etc.—Frank Leslie's Publishing House, New York.

ICHTALBIN—ICHTHYOL ALBUMEN.—A combination of ichthyol and albumen, in which the former loses its abominable odor and repulsive taste.

Dika Fat.

Dika fat is an actual vegetable fat, rather extensively used by the natives of the Cameroons district for culinary purposes. It is manufactured from the fruit of the wild native mango. The mango is dried and afterwards boiled, when the oil is extracted. It is somewhat darker in color than palm oil, though of the consistency of that well-known produce. Plantains cooked with dika fat are described as delicious, and, indeed, the flavor of the fat is most agreeable in the various ways in which it is used in the kitchen. Merchants have endeavored to introduce it into this country, but failed to obtain a market for the article. It is, therefore, not an article that can be obtained here, as it cannot be produced and imported at a paying rate. Oils and fats are obtainable in great abundance in Western Africa, a great number of fruits, nuts and other vegetable produce supplying what is most useful. Another fat of a very curious character is "beetle oil," which is as like as possible, both in color and consistency, to congealed coco-nut oil. As its name implies, the fat is extracted from a species of beetle, but, as might be expected, it cannot be produced in sufficient quantities at the price it would command in this country to pay, so that our readers need not fear being served with "beetle" butter, which, however palatable, would by association ruin its prospects in British markets. The natives speak of dika fat as odika fat, though in the published proceedings of the Kew Gardens the authorities, in a very brief reference some time since, called it dika fat, but did not describe it in any way. —*Chem. Trade Journal.*

Quinine in 1694.

John Evelyn, in his "Diary," states that "on visiting the Marquis of Normandy, November 29th, 1694, he had much discourse with him concerning Charles II. being poisoned; also concerning the quinquina, which the physician would not give to the king at a time when, in a dangerous ague, it was the only thing that could cure him (out of envy because it had been brought into vogue by Mr. Tudor, an apothecary), till Dr. Short, to whom the king sent privately to know his opinion of it, he being reported a Papist (but who was in truth a very honest, good Christian), sent word to the king that it was the only thing which could save his life; and then His Majesty enjoined his physicians to give it to him, which they did, and he recovered. Being asked by Lord Normandy why they would not prescribe it, Dr. Lower said it would spoil their practice, or some such expression, and at last confessed it was a remedy fit only for kings."—*Indian Pharmacologist.*

Iodogenin is a mixture of potassium iodide with pulverized charcoal, made into balls which are used for fumigating.

Iodide, oz.....	\$ 35	\$ 40	Iodide, oz....	\$ 40	\$ 43	Geranium, oz.....	\$1 75	\$1 08
Bin., oz.....	25	30	Salicylate, lb.....	1 00	1 10	Rose, lb.....	3 20	3 50
Oxide, Red, lb.....	1 15	1 20	Sulphate, lb.....	2	5	Juniper berries (English), lb...	4 50	5 50
Pill (Blue Mass), lb.....	70	75	Sulphite, lb.....	8	10	Wood, lb.....	70	70
MILK SUGAR, powdered, lb.....	30	35	SOMNOL, oz.....	\$5	00	Lavender, Chiris. Fleur, lb....	3 00	3 55
MORPHINE, Acetate, oz.....	1 75	1 80	SPIRIT NITRE, lb.....	38	68	Garden, lb.....	75	1 50
Muriate, oz.....	1 75	1 80	SPRINTUM, Nitrate, lb.....	18	20	Lemon, lb.....	1 75	1 90
Sulphate, oz.....	1 80	1 85	STRYCHNINE, crystals, oz.....	50	85	Lemongrass, lb.....	1 50	1 00
PEPSIN, Saccharated, oz.....	35	40	SULFONAL, oz.....	28	30	Mustard, Essential, oz.....	60	60
PHENACEINE, oz.....	38	40	SULPHUR, Flowers of, lb.....	2 1/2	4	Neroli, oz.....	4 25	4 60
PHLOCARPINE, Muriate, grain....	12	15	Pure precipitated, lb.....	13	20	Orange, lb.....	2 75	3 75
PIPERIN, oz.....	1 00	1 10	TARTAR EMEIC, lb.....	50	55	Sweet, lb.....	2 75	3 00
PHOSPHORUS, lb.....	90	1 10	THYMOL (Thymic acid), oz.....	55	60	Origanum, lb.....	65	85
POTASSA, Caustic, white, lb.....	60	65	VERATRINE, oz.....	2 00	2 10	Patchouli, oz.....	80	70
POTASSIUM, Acetate, lb.....	35	40	ZINC, Acetate, lb.....	70	75	Pennyroyal, lb.....	2 50	2 50
Bicarbonate, lb.....	15	17	Carbonate lb.....	25	30	Peppermint, lb.....	2 25	2 05
Bichromate, lb.....	14	15	Chloride, granular, oz.....	13	15	Pimento, lb.....	2 60	2 70
Bitrat (Cream Tart.), lb.....	25	28	Iodide, oz.....	60	65	Rhodium, lb.....	80	80
Bromide, lb.....	70	75	Oxide, lb.....	13	60	Rose, oz.....	7 50	11 00
Carbonate, lb.....	12	13	Sulphate, lb.....	9	11	Rosemary, lb.....	70	75
Chlorate, Eng., lb.....	18	20	Valerianate, oz.....	25	30	Rue, oz.....	25	35
Powdered, lb.....	20	22	ESSENTIAL OILS.			Sandalwood, lb.....	5 50	7 50
Citrate, lb.....	70	75	Oil, Almond, bitter, oz.....	75	80	Sassafras, lb.....	75	85
Cyanide, lb.....	40	50	Sweet, lb.....	40	50	Savin, lb.....	1 60	1 75
Hypophosphites, oz.....	10	12	Amber, crude, lb.....	40	45	Spearmint, lb.....	3 75	4 00
Iodide, lb.....	3 50	3 75	Rec't, lb.....	60	65	Spruce, lb.....	65	70
Nitrate, gran, lb.....	8	10	Anise, lb.....	3 00	3 25	Tansy, lb.....	4 25	4 50
Permanganate, lb.....	40	45	Bay, oz.....	50	60	Thyme, white, lb.....	1 80	1 90
Prussiate, Red, lb.....	50	55	Bergamot, lb.....	3 25	3 50	Wintergreen, lb.....	2 75	3 05
Yellow, lb.....	32	35	Cade, lb.....	90	1 00	Wormseed, lb.....	3 50	3 75
And Sod. Tartrate, lb.....	25	30	Cajuput, lb.....	1 60	1 70	Wormwood, lb.....	4 25	4 50
Sulphuret, lb.....	25	30	Capsicum, oz.....	60	65	FIXED OILS.		
PROPYLAMINE, oz.....	35	46	Caraway, lb.....	2 75	3 00	CASTOR, lb.....	13	15
QUININE, Sulph, bulk.....	39	42	Cassia, lb.....	2 75	3 00	COD LIVER, N.F., gal.....	80	1 00
Ozs., oz.....	42	45	Cedar.....	55	85	Norwegian, gal.....	1 30	1 50
QUINIDINE, Sulphate, ozs., oz..	16	20	Cinnamon, Ceylon, oz.....	2 75	3 00	COTTONSEED, gal.....	1 10	1 20
SALICIN, lb.....	4 50	5 00	Citronella, lb.....	80	85	LARD, gal.....	90	1 00
SANTONIN, oz.....	20	22	Clove, lb.....	1 10	1 20	LINSEED, boiled, gal.....	56	59
SILVER, Nitrate, cryst, oz.....	80	85	Copaiba, lb.....	1 75	2 00	Raw, gal.....	55	58
Fused, oz.....	85	90	Cotton, lb.....	1 50	1 75	NEATSFOOT, gal.....	1 20	1 30
SODIUM, Acetate, lb.....	30	35	Cubeb, lb.....	2 50	3 00	OLIVE, gal.....	1 30	1 35
Bicarbonate, kgs., lb.....	2 75	3 00	Cumin, lb.....	5 50	6 00	Salad, gal.....	2 50	2 60
Bromide, lb.....	70	75	Erigeron, oz.....	20	25	PALM, lb.....	12	13
Carbonate, lb.....	3	6	Eucalyptus, lb.....	1 50	1 75	SPERM, gal.....	1 35	1 40
Hypophosphite, oz.....	10	12	Fennel, lb.....	1 60	1 75	TURPENTINE, cal.....	50	60
Hyposulphite, lb.....	3	6						

Drug Reports.

Canada.

TORONTO, Dec. 8th, 1897

Business is very good, fluctuations in prices are unimportant. Ergot has much advanced. Quinine is firm. Cinchona bark has advanced 50 per cent., and present prices on quinine barely cover the cost of manufacturing. The next Amsterdam bark sales will be held on Dec. 9th, and many look for a further advance in quinine after that.

Opium will advance, higher prices both for it and morphia looked for. Cocaine is fully 50c. an oz. higher. Buchu leaves are higher. Sennas will maintain the advance. Bromine preparations have advanced 2c. to 3c. a lb. Dandelion root is about double in price. Cubebs and orris root are likely to advance.

Borax and boracic acid remain very low.

Carbolic acid is firm, with upper tendency.

Cable reports of Amsterdam bark sales of the 9th inst. just to hand state that about one half of the large offerings were sold at a decline of 10 to 15 per cent.

Ipecac root has advanced. Cubebs advanced 25 per cent.

England.

London, Eng., Nov. 27, 1897.

The market still presents an upward tendency, and some considerable improvement took place in the early part of the month. that is well maintained.

Cocaine has advanced, and one of the leading makers has sold all his production up to February.

Carbolic acid is firmer. Borax and boric acid are cheap and do not improve. Copper sulphate easier. Glycerine is again down at a low figure. Opium is advancing. Podophyllin has advanced considerably, and very little of the rhizome is held. Quinine firm at recent advance. Cod liver oil dull. The market is cleared of hydrastis and its price has risen.

ALCARNOSE—A new nutrient preparation, introduced by Riedel, of Berlin, and brought out with the usual fanfare and rataplän of the set of doctors maintained, apparently, in Berlin, Leipzig, Dresden, and a few other points, for the express purpose of writing glowing clinical experiences with each new dye house synthetic as it is brought out—furnishing material to be translated and copied into English and American journals gratis.

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The Bryant Press

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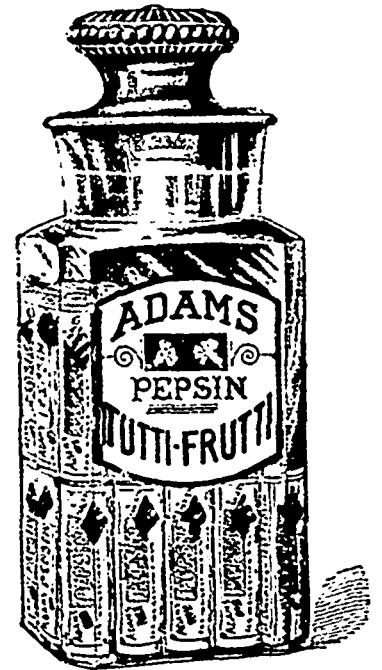
At the end of December.

A..
GLASS..
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TUTTI FRUTTI



Send for advertising matter to decorate your window for Christmas.

ADAMS & SONS CO.,

11 and 13 Jarvis Street, - TORONTO.



"ROUGH ON RATS"

THE GREATEST INSECT AND BUG DESTROYER ON EARTH



SOLD ALL AROUND THE WORLD.

Is used by all civilized nations, and is the most extensively advertised and has the largest sale of any article of its kind on the face of the globe.

CLEARNS OUT

- Rats, Mice, Ants,**
- Hen Lice, Sparrows,**
- Skunks, Squirrels,**
- Weasels, Jack Rabbits,**
- Moles, Gophers, etc.**



CLEARNS OUT

- Flies, Water Bugs,**
- Roaches, Beetles,**
- Insects, Chipmunks,**
- Moths, Potato Bugs,**
- Gophers, etc.**

Gone where the Woodbine Twineth.

"Rough on Rats" pays the retailer 100 per cent., and is the most extensively advertised article in the world. It is now "the" staple with the trade and public in United States, Canada, Mexico, Central and South America, Great Britain, France, Germany, Africa, Australia, India, East and West Indies, etc., etc. Sells the world around.

No loss by breakage or evaporation. Will keep a thousand years in any climate. Always does the work. Lowest prices of its kind. Pays better than any other.

**LOOK OUT FOR
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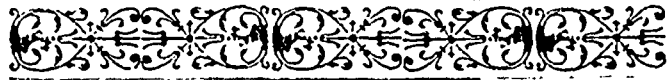


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**Our Chocolate-
Coated Tablets ?**

They are simply our regular Soluble and Disintegrating Tablets invested with chocolate coating. The list comprises the largest sellers only, and those most unpleasant to the taste.

Price List covering the above will be mailed promptly after the first of the year, and if you do not receive a copy, please write us at once —just drop us a postal card.



Parke, Davis & Company,
Walkerville, Ont.

