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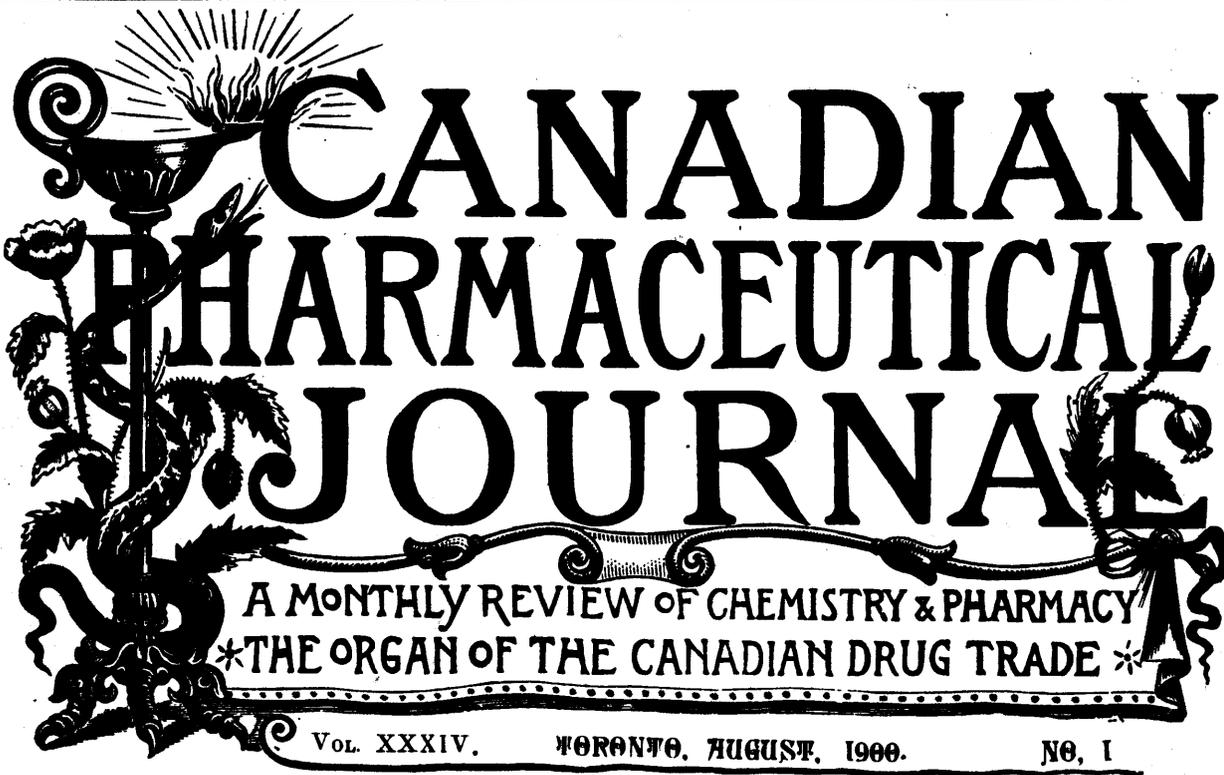
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CANADIAN PHARMACEUTICAL JOURNAL

A MONTHLY REVIEW OF CHEMISTRY & PHARMACY
THE ORGAN OF THE CANADIAN DRUG TRADE

Vol. XXXIV. TORONTO, AUGUST, 1900. No. 1



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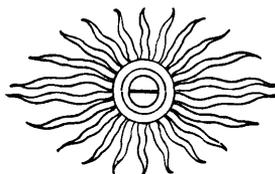
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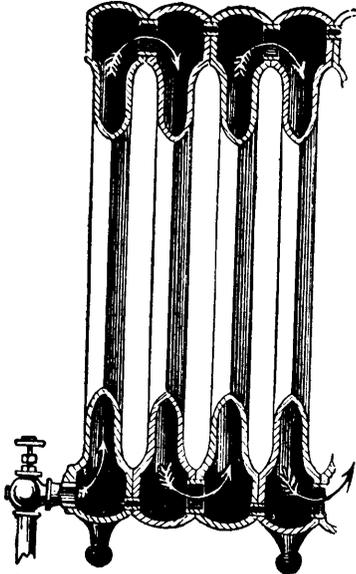
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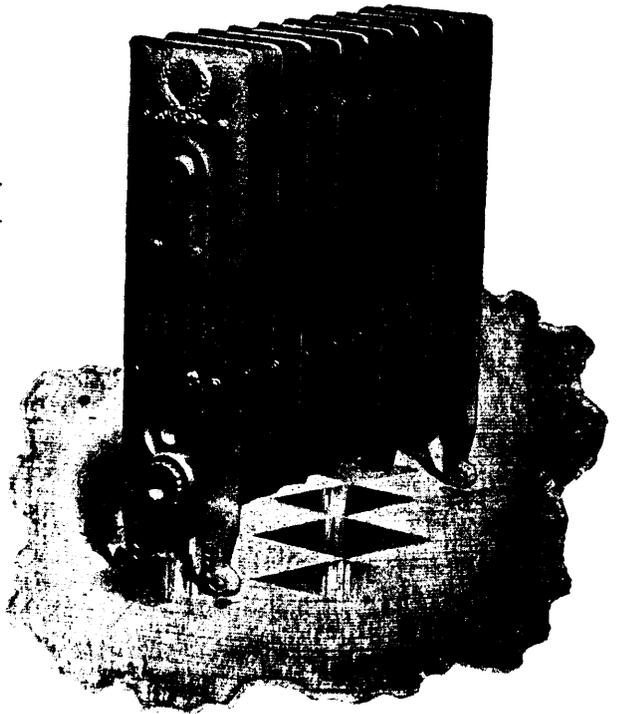
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CHEERFULLY SUBMITTED.

We are strictly independent of any monopoly or combination.

THE

Atlantic Refining Co.,

Cor. Esplanade and Jarvis St.

Phone 2033

TORONTO.

PAINTING AND HOUSE CLEANING

Are Spring operations, and your customers will want WHITING and PAINT.

THE OLD WAY was to procure a few pounds of colors, a few gallons of oil and some turps and go messing and daubing around, and leave the walls as though the work was done with a squirt gun.

THE NEW WAY is to use . . .

Robertson's Ready Mixed Paint

and do an artistic job in a workmanlike manner.

See that you have these goods in stock when asked for. Buy now for your Spring Trade.

The **James Robertson Co.,** Limited,

263--285 King St. W., **TORONTO,**

Ewing's Corks.

SEE OUR SAMPLES
BEFORE BUYING.

For all particulars of quality and prices address:

S. H. Ewing & Sons,
MONTREAL.

J. LOWDON & SON,
Toronto.
Western Agents.

MINARD'S

"KING OF PAIN"

LINIMENT

Sold from Halifax to Victoria by

HALIFAX—Brown & Webb, Simson Bros & Co., Forsyth, Sutcliffe & Co.
ST JOHN'S—T. B. Barker & Sons.
YARMOUTH—C. C. Richards & Co.
MONTREAL—Kerry, Watson & Co. Lyman Sons & Co. Evans Sons & Co.
KINGSTON—Henry Skinner & Co.
TORONTO—Lyman Bros & Co. Evans Sons & Co. Northrop & Lyman Elliot & Co. T. Milburn & Co.
HAMILTON—Archdale Wilson & Co. J. Winer & Co.
LONDON—London Drug Co. Jas. A. Kennedy & Co.
WINNIPEG—Martin, Bole & Wynne Co.
NEW WESTMINSTER—D. S. Curtis & Co.
VICTORIA and VANCOUVER—Henderson Bros.
QUEBEC—W. Brunet & Co.
ST. JOHN—Canadian Drug Co. S. McDiarmid & Co.
PRESCOTT—T. W. Chamberlain & Co.
MONTREAL—Hudon, Hebert & Co.

THE BUYER'S

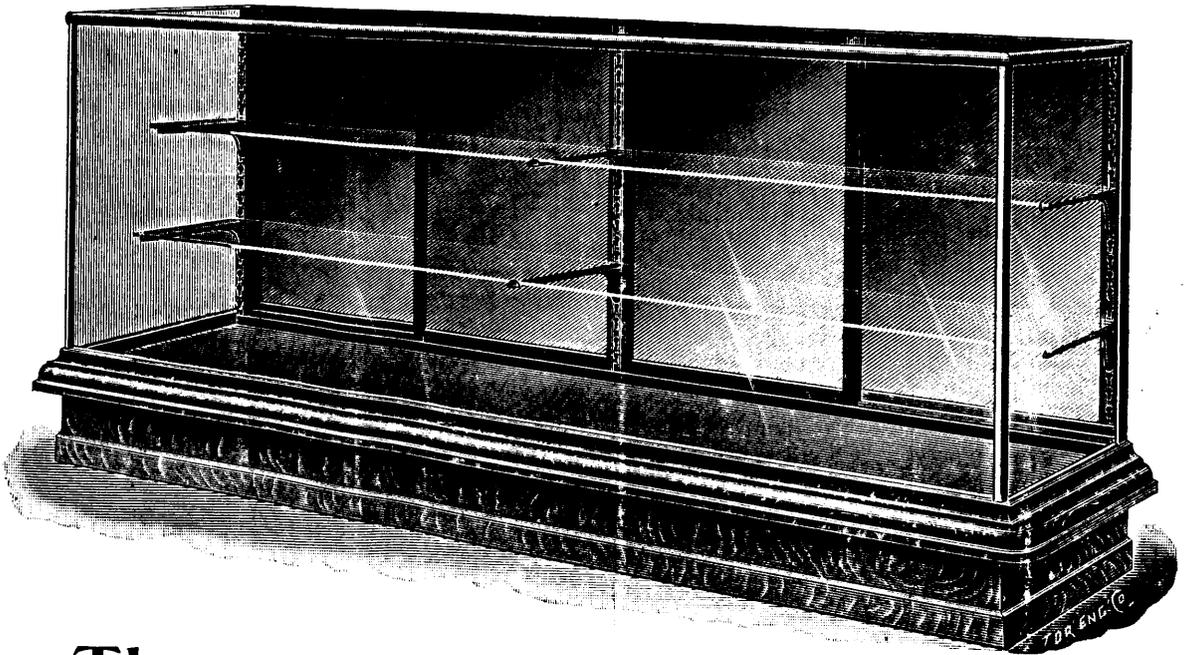
MOTTO:

*"The most, of the best,
for the least money."*

This motto is mentally adopted by every good buyer, but it is rarely adopted by the seller. With but a trifling change, however, it has been the guiding motto of The Toronto Pharmacal Company, Limited. "The most, of the best, for the least we can afford," has been the selling basis upon which our business has been built up to its present position. We do not claim we give better bargains in everything we sell than anybody else, but we give as good bargains as we can afford to give whilst paying our honest debts.

We are not building up a big bank account it is true, but we are doing our utmost to build a business and to give such satisfaction that when a customer once buys from us he will buy again. We are working for a reputation just now, and when we get that to our satisfaction we hope to have enough business to enable us to continue to give the most, of the best, for the least money, and reap a fair reward for doing so.

The
TORONTO PHARMACAL CO.,
Limited,
Toronto and Montreal.



The SILENT SALESMAN.

...The most profitable investment a pharmacist can make...

It keeps goods clean, shows them effectually,
and makes sales. Don't be without one.

Our Other Lines Are: Drug Store Fittings, Prescription Cases and Counter Cases.

Write for Estimates and Prices to the

Dominion Show Case Co.,

53 Richmond-St. E., TORONTO.

DRUGGISTS. .

Handling Cigars can hope to build a trade only by handling the

BEST BRANDS AND PUREST GOODS.

They will find both in the . . .

A. W. C and MAGNOLIA.

Manufactured By

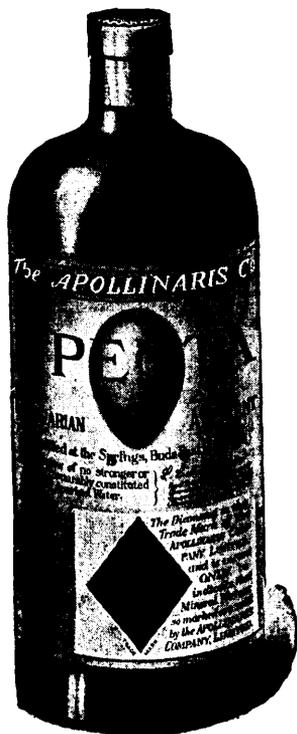
Andrew Wilson & Co.,

WHOLESALE

TOBACCONISTS. 43 YONGE STREET,

Toronto.

 All leading brands of Cigars, Tobaccos and Pipes carried at best prices.



“ APENTA ”

THE BEST NATURAL APERIENT WATER.

The Prices to RETAILERS are as follows :

\$5.50 Case of 28 large glass bottles
 \$8.50 “ 50 small glass bottles

SEE that the Labels bear the
 well-known **RED DIAMOND MARK**
 of the APOLLINARIS CO, Limited.

SOLE EXPORTERS :

THE APOLLINARIS COMPANY, Limited, LONDON.

CANADIAN SUB-AGENTS :

WALTER R. WONHAM & SONS, MONTREAL.

Maltine M'g Co.'s Preparations.

MALTINE (Plain).	MALTINE with Pepsin & Pancreatic	MALTINE with Peptones.
MALTINE Ferrated.	MALTINE with Hypophosphites.	MALTINE WINE Pep. and Panc.
MALTINE with Cod Liver Oil.	MALTINE with Cascara Sagrada.	MALTINE WINE, Beef and Iron,
MALTINE with C.L.O. and Hypophos.	MALTINE with Phos., Iron, Quinia,	MALTINE with Coca Wine.
MALTINE with Creosote.	MALTINE WINE. [and Strychnia.	MALTO-YERBINE.

Duncan, Flockhart & Co.'s

Blaud's Pill Capsules

ARE SOFT AND FLEXIBLE,
 NEVER BECOME HARD,

NEVER BECOME OXIDIZED,
 NEVER VARY IN STRENGTH.

Put up in 1, 2, and 3-pill sizes, with or without Arsenic, and supplied in boxes of 100 each. They are prepared by an original process, which entirely overcomes tendency to HARDENING so common in the ordinary Blaud PILLS.
 FOR SALE BY WHOLESALE TRADE.

The Safest :
 : and Best



Preparation :
 : of Opium.

PRICES:

In 1 lb. Bottles	-	-	per lb.	\$3.00		In ¼ lb. bottles	-	-	“	3.20
In ½ lb. bottles	-	-	per lb.	\$3.10		In ⅛ lb. “	-	-	“	3.60
				Glycerole of Nepenthe	-	per oz.	\$1.60			

Can be ordered from any of the Wholesale Houses, or (if required immediately) will be sent direct “charges paid” on receipt of price.

R. L GIBSON, 88 Wellington St. W., Toronto.

Kindly mention this Journal when writing to Advertisers.

CANADIAN PHARMACEUTICAL JOURNAL AND PHARMACAL GAZETTE.

VOL. XXXIV.

TORONTO AND MONTREAL, AUGUST 1900.

No. 1

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CANADIAN PHARMACEUTICAL JOURNAL

—AND—

PHARMACAL GAZETTE.

ISSUED MONTHLY.

Editor, - - - - J. E. MORRISON

Business Manager, - G. E. GIBBARD

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Advertising Rates sent on application.

Address all communications on business

CANADIAN PHARMACEUTICAL JOURNAL,

287 King St. West, Toronto, Ont.

BISMUTH.

This metal which is found in small quantities in Germany, England, Bolivia, and Australia, has lately been advanced fully fifty per cent. under the operations of a "Conference," who now practically control the sources of production. The consumption is limited, in the arts, for fusible alloys, and in certain type metals from the property which its alloy has of expanding in cooling in the matrix, the type has a hard bold face. In medicine, the use of salts of Bismuth is steadily increasing, but not so fast as production in Australia, for instance, and it occurred to some wise heads, that if production is reduced to actual requirements, sales controlled, and prices regulated, there would be a saving in cost and an increase in profits.

This is what happened to Bismuth, and it appears likely to have the same result as that achieved by the Iodine conference, which compels consumers to pay 9 pence sterling per ounce for Iodine that could be produced at a profit for 1½ pence. By the way, the Iodine agreement, which had lapsed by effluxion of time, causing iodides to sag in price, has been renewed and we are to pay the old prices for Pot. Iodid., &c.

Why can not some beneficent power arrange the "Patent" business on the lines on which Iodine, Bismuth, and Bromine are managed, cut off the cutters, and insure to all fair returns for their labours. Meantime it must seem hard to pharmacists, to see their dispensing materials forced up by combinations of producers, while producers of "Patents" take no effective means to protect the trade.

Bismuth about 40 years ago was sold at 3s per lb., gradually advanced to about 12s, then on the Australian mines being opened, fell to about 6s and is sold to-day at 9s on the London market.

THE MAN WITH A PURPOSE.

We received a letter a few days ago from a friend and the last sentence in it set the machinery of our think-apparatus going. Here is the sentence, "I will be forty in —— and have made all I started out to make, so if I can get out all right, intend to do so."

Now there's the history of a man with a purpose, and it is all told in twenty seven words.

It reveals to us a young man starting out in life with an object to attain, a goal to reach, and a purpose of mind strong enough to keep him in the line of that object until it is attained. Men of this mould do not take up a calling because they "suppose they must do something" for a living. They select a calling, and make it a ladder, upon which they propose to climb to success. They grasp the first rung, because it is in the line of ascent to the crowning point, and because they require it as a resting place for their feet in the struggle upward. Such young men do not attend the College, and

take examinations because it is the proper thing to do after apprenticeship service, but because it is the open door into the battle field of life, from which they propose emerging as victor bearing the reward of valian: deeds.

"All that I started out to make" It is a pleasure, as one who has known the writer throughout his business career, to bear testimony to the fact that "All" in this case does not begin and end with a satisfactory bank balance, and some real estate. It includes the factors of good citizenship, good fellowship and an active interest in the general welfare of the craft of which he is a member.

What this country most needs just now is young men who "start out to make" something—Men who do not think the supreme ambition of life is attained when they have dawdled through a period of apprenticeship, learned to smoke a cigarette without burning the fringe of their downy mustache, and to hold their head level enough to keep their hair parted accurately in the middle.

Young man, make up your mind to "make something"—do something—be something—have a purpose in life and don't be turned from it. Let that purpose be your target and hold on it a steady aim. You may not make a "bullseye," perhaps not even an "inner"; but the chances are a hundred to one you score a "hit."

Don't imagine that such a course means separating yourself from your kind, and eschewing all pleasures of life. Not a bit of it—but quite the reverse. It will give life a richer fullness and add to it pleasures unknown to the aimless dawdler. One of these will be that you have made a man of yourself.

TRUST YOUR NEIGHBOR DRUGGIST.

Perhaps what we are going to say has been often said before, but we repeat it again nevertheless. Don't be ready to accept statements regarding your competitors, particularly if the remarks emanate from some bargain hunting customer. If we had required a lesson along this line it was furnished a few days ago by one of those obnoxious persons. The party called asking for a box of pills made by the O. C. Company of Hamilton. Now, knowing these goods were not cut in price, we promptly asked the full price, and were a little bit nonplussed when informed that they had been secured from a neighbor at a cut of 20%. The truth of this statement we questioned, and refused to cut, so the customer departed in the direction of the neighbor mentioned. Now we are at peace with all the world, and on good terms with all neighbors, so called up both stores in the direction which the party had taken, and on enquiry both positively denied the statement, going

farther and stating that they had not a package of that article mentioned in stock, nor had they previously carried them. Now there you are; that man simply lied, and the meanest sort of lying. He did it for five cents. But that phase of the incident was not what we started to write about. It was about your relations with your neighbor druggist. They should be of the most cordial character, and no doubt would be if you knew him aright. Make an effort, then, to become acquainted with him. The best way to accomplish that is through an organization. Join one of them and take an active interest in its meetings. You'll find a good lot of fellows with whom to spend an afternoon once a month. It will do you good, and you will find it not so hard to "trust your neighbor druggist more."

ALUM BAKING POWDER.

The determination of the Dominion Government to enforce the provisions of the *Adulteration Act* against this villainous compound, is commendable. Canadian laws are none too stringent in dealing with Adulteration and Sophistication, while in affording protection in the important matter of the people's foods, they are almost nil.

All manner of vile decoctions and mixtures have of late been foisted on an ignorant public. "Bargains" have been the cause of many frauds. Departmental stores are the principal mediums, and the greatest sinners. As druggists, we have not much kicking to do, but as citizens we protest against the continuation of these practices of "slow murder."

The following notice has been issued from the department at Ottawa, and after the time specified we trust the officers will proceed with vigor against all offenders.

INLAND REVENUE DEPARTMENT.

Ottawa, 20th June, 1900.

The British *Sale of Food and Drugs Act*, as amended last year, provides that the term "food" shall include, "any article which ordinarily enters into, or is used in the composition or preparation of human food." This amendment leaves no doubt that Baking Powders are "food" for the purposes of the Act, a point which was not made clear in the original. Since January of this year, many convictions against vendors of Alum Baking Powder have been secured, it having been shown to the satisfaction of the Magistrates, that Alum is injurious to health, and a dangerous component of human food.

The Canadian *Adulteration Act*, as amended in 1888, defines "food" as "every article used for food or drink by man or cattle, and every ingredient intended for mixing with the food or drink of man or cattle for any purpose whatso-

ever."

In accordance with the decisions of the British Courts, there can be no doubt that similar findings would result from prosecutions for the sale of "Alum Baking Powder" in Canada; and it will be obligatory upon this Department to carry such cases to court, as provided in the Act above mentioned.

Since, however, the sale of such powders has been permitted for many years, it is thought desirable to notify dealers of the intention of the Department in this matter, and to fix a time limit, after which the Act will be enforced in this regard.

The next systematic collection of Baking Powders will be made in December of the present year, and proceedings will be instituted against all vendors of Baking Powders found to contain Alum.

I remain, &c.,

E. MIALL,

Com. Inland Revenue.

DRUGGISTS UNDER LOCAL OPTION.

We have received the following letter from a reader, and for the benefit of those who may fall under similar conditions, give the law on the matter.

Under the "Local Option Act," licenses for the sale of liquor were done away with in this municipality. How does this affect the druggist? Has he the right to sell? If so, in what quantity? How should he proceed about it? Would it be right for him to sell upon a doctor's order? Kindly answer these queries and you will greatly oblige,

DRUGGIST.

The section of the license act bearing on the matter of local option is subsection (1) of 141, which we give here in full.

141.—(1) The council of every township, city, town and incorporated village, may pass by-laws for prohibiting the sale by retail of spirituous, fermented or other manufactured liquors, in any tavern, inn or other house or place of public entertainment, and for prohibiting the sale thereof, except by wholesale, in shops and places other than houses of public entertainment: Provided that the by-law before the final passing thereof, has been duly approved of by the electors of the municipality in the manner provided by the sections in that behalf of the municipal act.

By the reading of this subsection it would appear that chemists and druggists are not affected by the local option by-law of the municipality. In fact, municipalities have no authority to deal with them, they being provided for in a special act passed in 1897-8, 61 Vict., Cap. 30, entitled, An Act respecting the sale of patent and other medicines, &c.

We gave this act in full in the JOURNAL, February number, 1898, page 314.

Section 5 of the Act deals with the sale of spirituous liquors. This is as follows.

Section 5. Nor shall anything in the said Liquor Act contained prevent a chemist from sel-

ling, without the certificate of a duly registered medical practitioner, spirits in quantities of not more than six ounces at any one time when the same shall be required owing to a serious injury or to the fainting of a person who may be brought or who may come into the premises of the chemist or into contiguous premises, or in or upon premises adjoining such last mentioned premises, and the same is urgently required for the relief of such person.

There is one point in the sale of liquors by druggists which we wish to emphasize. *Be careful to register all sales, no matter by what authority.* There are *no exceptions* to subsection 2 of section 52 of the license act, which says

It shall be the duty of such chemist or druggist to record in a book to be kept for that purpose every sale * * * and such record shall show, as to every such sale or disposal, the time when, and the person to whom the sale was made, the quantity sold, and the prescription, where one is required.

A Tribute to Dr. George F. Payne.

At the recent meeting of the Georgia State Pharmaceutical Association in Savannah on May 22, as soon as the response to the address of welcome was over, Dr. George D. Case of Milledgeville, who is one of the most popular, brilliant and able pharmacists in the State, arose and offered the following resolution, which was received in the heartiest manner and was passed unanimously. It came as quite a surprise to Dr. Payne, who was perfectly unconscious of such a movement being on foot to show the esteem and appreciation of the association for himself. The following is the resolution.

Resolved, that the Georgia Pharmaceutical Association congratulates our brother, Dr. George F. Payne, upon the distinguished honor recently conferred in selecting him as a member of the committee of twenty-five to revise the next pharmacopœia, and likewise congratulates the committee on securing the services of so competent and worthy a representative of the South. Dr. Payne has devoted much of his time and talents to the work of progressive pharmacy, and we have every confidence in his ability to worthily represent our section in this important work, of pharmacopœial revision.

Notice to The Trade.

A report is being circulated that we are going out of the Cork business. The statement is untrue. The fact is we are going heavier into the business than ever, and customers who continue to place their orders in this line with us, will be convinced that, for price and quality, we still hold the fort.

SAUNDERS & EVANS.

Editorial Notes

THE QUESTION of short hours of labor is to be taken up by the Quebec Society of Retail Druggists, and if it is we can hope to see an improvement in that direction. If all the members of the society would take up the matter and work for shorter hours the question would soon be settled to the advantage of the trade, and the members in general.

WE ARE PLEASED to note the appointment of Caswell A. Mayo, editor of the *American Druggist*, as official delegate from the U. S. Government to the International Congress of Pharmacy to be held in Paris in connection with the Exposition. The Congress is to be held in August and September. Mr. Mayo is an enthusiastic pharmacist, an all round good fellow, and deserves the honor.

OUR ESTEEMED CONTEMPORARY, "Dosimitrie," does not like the dressing down operation as administered in our last. Our language was not very polite; very sorry, but we usually call a spade a spade. When a man who is totally ignorant of this country and the conditions of trade makes a direct attack upon a section of the people and makes statements which are without any foundation in fact, he must not be surprised if he is told some plain facts and is handled without gloves.

THE USE OF GASOLINE IN SURGERY. Referring to the paper on this subject by Dr. Riordan, of Toronto, which appeared in the June issue of this journal, Dr. M. T. Brennan, the eminent Montreal gynecologist writes in *Revue Medicale* that he has for the last ten years used gasoline in the treatment of uterine cancer, and finds that while it has no effect on the progress of the disease, nor on the pain, it thoroughly cleanses the neoplasm and destroys the offensive odor. He has also used it with apparently good results in acute and chronic blenorhagia.

THE SUCCESS of New York pharmacists in securing commission rank for the dispensers of the National Guard is stimulating other state associations to follow their example. The Pennsylvania Association is now considering the matter and will try to have a similar law passed in that State. The new pharmacist lieutenants of the N. Y. N. G. are not going to have an easy time wearing their gold braid and insignia, as it appears that the other officers do not like the innovation and threaten to have the law repealed at the next session of the legislature. Major General Butt says that he would as soon have a bar-

ber on his staff as a druggist, and it seems that this feeling is common amongst the officers. These men must be a fine set of snobs.

LAST MONTH in our sketch of the firm of McDowell, Atkins, Watson & Co. we erred in crediting St. Thomas with being the birthplace of Mr. H. McDowell. To Milton, Halton Co., belongs the honor, where he served his apprenticeship with the late Mr. Watson, a son of whom is the Mr. Watson of the company. Messrs. T. E. and J. M. Atkins, the other active members are "Blue Noses" from Nova Scotia. They are all bright young men with keen business ability, a credit not only to their native towns but also to the city of their adoption.

THE CASE of Hovenden & Sons, of London, against Messrs Millhoff, cigarette manufacturers, already referred to in these columns, has been decided by the Court of Appeals in favor of the plaintiffs. This case arose out of the payment to the plaintiffs, buyers, of commissions by the defendants. It was held at the first trial that the payment of such commissions was not in the nature of a bribe, that the plaintiffs had lost nothing by it. The jury awarded one farthing. On appeal by Messrs Hovenden, they obtained judgment for £400.

The taking of commissions by buyers is an evil custom and although it may not be openly a bribe there is no question that as human nature is constituted, the firm that gives the largest commissions is going to sell the largest amount of goods. No man can serve two masters, and no honest man will try to do it.

FOR THE FIRST TIME in the history of the society, the annual meeting of the society of Chemical Industry has been presided over by an American. Prof. C. E. Chandler had the honor of filling the position during the past year and at the annual meeting held in London, commencing July 18. During the meeting a cablegram was sent to President McKinley, presenting the greetings of the society, 800 of the members out of 3,500 being Americans, another sign of an Anglo-American rapprochement. Joseph Wilson Swan, M. A., F. R. S. the new president is a graduate of the dispensing counter, being one of the founders of the firm of Mawson and Swan, of Newcastle-on-Tyne.

Electricity, however, had greater attractions for him than pharmacy, and the invention of an electric lamp brought him to the front as an electrician. It is claimed that his invention antedated that of Edison, and it required some years of fighting in the courts to settle the question; now the Swan and Edison interests are amalgamated in England.

Original Papers

The Best Means Of Advertising A Retail City Drug Business.

(A paper read before the Drug Section of the Retail Merchants' Association of Canada by G. E. Gibbard.)

The power of printer's ink is recognized and admitted to every observant person to-day. Under the magic of its touch old things have passed away and a new epoch in the commercial life of the world has been marked. Successes have been achieved and fortunes have been accumulated in such a short space of time that one is almost ready to believe that the ancient myth of the "golden touch" is a living reality of to-day, possessed by some of those we are pleased to call the successful ones. So potent a factor has it been in almost every successful business career that we are about prepared to state as a fact that without it success is impossible.

Every age and epoch in the world's history has possessed its distinctive characteristic by which and through which it stands out in marked contrast with the preceding or succeeding periods and were I asked to place the ear-mark on our own age, I should unhesitatingly name it the "advertising age." This characteristic is by no means confined to the men who are engaged in handling the world's commodities. The professional man has not escaped the contagion, neither has the Cleric or the Warrior.

The successful physician or surgeon, while perhaps a stickler for the letter of the law of professional etiquette, is not averse to a record of his achievements appearing in the daily press, nor will he protest too vigorously against the scare headlines which announce it. The reports of results in the legal arena never omit to mention that the gladiators, Messrs. Catchim, Doim and Bleedim, appeared for the plaintiff or defendant, as the case may be, and thus the lawyer and the doctor get their advertisement. The Church is not free from the infection; the modest 1 inch space in the Saturday evening paper, taken for the purpose of giving location and the hours of service, by way of filling space merely, intimates that the Rev. Septimus Lovelock will preach from the text or on the subject of—well, the Preacher advertises, the Politician advertises, the Statesman advertises, the Warrior advertises (all except our Bobs), and the State itself advertises, as is seen by the hundreds of men employed and the thousands of dollars spent yearly to place before intended immigrants the advantages and attractions to be secured and enjoyed in the "freest country under the sun."

A practice so universal in this utilitarian age must possess merit based on sound economic principles.

Perhaps the question might be pertinent just here—well, what is advertising anyway? A direct question, admitting of a simple answer. Advertising is letting the people know that you have such articles, commodities or service as they require, and that you are anxious to deal with them in exchange for such articles, commodities or services.

No scheme or kind of advertising permits of universal application. In deciding as to the best means, location, class of business, volume of trade possible, and characteristics of constituents must all be considered, as they all will be potent factors in our success or failure. There is, however, one essential which must enter into one and all advertising schemes. I refer to printer's ink. This is the key to the arch, the corner stone of your structure, the main mast upon which hang your spars and sails, and to which all other devices are mere adjuncts. How best to employ this agent in achieving the object in view is the problem presented to the druggist for solution.

In my way of thinking, it does not require any long-drawn-out argument to demonstrate that the daily press is excluded from consideration from the first. The price of space in a live daily is simply prohibitive to a retail druggist, and were it otherwise, to my mind, money so spent is a doubtful investment. A daily paper is issued for a constituency extending over at least a province and containing thousands within its limits, the rate of charges is based on this circulation and these thousands you cannot hope to secure as customers to a retail drug store. An issue of say 500 would in all probability cover the limit of an average drug store clientele; it is folly then to pay for an advertisement to be read by say 25,000 people, from whom no possible benefit can be derived.

In cities the press is represented by other publications, mostly weeklies, given away, with a circulation confined to definite localities; the columns of these are still of doubtful value as advertising mediums; they are only recognized as advertising ventures and the little reading matter contained is of the most inane kind, not even interesting enough to induce one to pick it off the floor.

This then narrows us down to the use of printer's ink in pamphlet form, and, in my estimation, the only form by which it can be used to advantage in advertising the average city drugstore. Here again, as in all things pertaining to advertising, sound judgment must direct.

A good pamphlet requires thought and care in its preparation. A number of essentials enter into its construction, some of which are: neatness in appearance, good letter-press work, definiteness in announcement, proper construction, and last, but not least, good paper. Style, shape and size must re-

ceive attention. These are general outlines to be filled in in detail according to the artistic skill and literary ability of the author.

In preparing your subject matter, make up your mind what you are going to say to your prospective customers and then say it.

Be moderately concise and use the best English possible.

Except an incidental reference, confine yourself to one topic in each pamphlet.

In giving your copy to the printer be careful to outline the style of pamphlet you require; printers are proverbially stupid and if left to themselves will surely blunder.

Select a certain color in paper and adhere to it tenaciously; this will soon become distinctively yours, and the color alone will then advertise you.

Don't allow scare headlines or display type in a pamphlet.

Black faced type one font larger than the body is permissible for heads and divisions.

Illustrations should be used sparingly and care should be exercised to see that they balance.

Borders and ornaments are not necessary.

In all statements adhere to the truth; "honesty is the best policy" applies as forcibly in advertising as in any undertaking of life.

The druggist more than any other business man requires the confidence of his patrons and truthfulness begets and retains such confidence more effectually than well rounded periods or bombastic statements which lack the basic principle of truth.

In a scheme of pamphlet advertising, system should prevail; they should be issued not less frequently than monthly, while advantage should be taken of special seasons or importations of stock or of any and all occasions as will suggest themselves to a live business man. Don't be afraid to tell the people that you have what they require and that you are anxious to serve them.

With average ability, some little experience, and following a few simple rules, you can prepare a pamphlet which will be read by a majority of the people to whose attention it is brought.

A word as to distribution. I need hardly remark this is as important a matter as the preparation of your pamphlet. It is scarcely within the "eternal fitness of things" to spend time and money on a creditable production and then have it meet the fate which befalls the majority of such stuff. "Any old thing" is good enough to find a resting place beneath sidewalks or in the angles of fences surrounding vacant lots. There are various means of distributing literature of this nature in the city and like all things human they are divisible into two classes, the good and the bad; to the latter class belongs most of the means now supplied. Use can be

made of the city distributing agencies at so much per thousand and no questions answered.

Boys can be hired and the work done under your own supervision.

A pamphlet can be enclosed with every parcel or letter which is sent or taken out of your shop.

The mail can be used for the purpose.

The last is the only means which can have my recommendation, being the only one with a guarantee of certain delivery.

I will only take time to mention one objection each to the former three plans. In the first two antagonism is liable to be aroused where a favourable reception is absolutely necessary to secure best results. The housewife or door maid is apt to entertain anything but a friendly feeling toward the cause of a profitless trip to the front door, especially when called from a hot kitchen or an attic room by a jangling ring at the bell which would do no discredit to an ordinary fire alarm, and by way of getting even they are liable to consign your pamphlet to the stove or dust bin. The objection to the last of the three is that your pamphlet falls into the hands of old customers when new ones are required.

With the mail it is different, the postman's visits are always welcome and his offerings are received gladly. Your modest little message, mayhap, accompanies a missive which brings warmth to the heart and the glow of pleasure to the cheek, it receives kind treatment because of the company in which it is found. Its chances will be improved should it go as a two cent message rather than a one; a sealed envelope bearing a two cent stamp is generally considered to contain something worth reading and it usually gets attention from the receiver.

Printer's ink, no matter in what form used, is only one essential in any scheme of advertising. There are other necessary adjuncts and the failure to supply these will materially affect the results experienced. I might mention a few of these.

First: location. No amount of advertising can draw trade to an unfavourable location.

Second: a well selected and a well kept stock in a bright clean store. Order and cleanliness are heaven's laws, and there should be this much of heaven in even a drug store. System in stock keeping expedites work and pleases the customers.

Third: readiness to oblige, on the part of courteous clerks. I know a young man in the city who has built up and holds a profitable trade, his pleasing manner and readiness to oblige being his sole qualification.

The "business ability" and "order" compartments of his "think tank" are vacuums. I would rather have the courteous pleasing clerk in my employ than the fellow who took all the gold medals for dispen-

sing and pharmacy if he lacked these characteristics.

Promptness is an element which should not be overlooked. Customers are flattered by the notion that their patronage is appreciated, if their orders are filled with promptness and despatch. A prominent physician in a recent conversation with me made the remark that Mr. K. was considerable of a crank, but, do you know, I almost have to deal with him, his service is so good and orders are filled so promptly that there is a pleasure in it, notwithstanding his gruffness. Of course I should like to give my influence to Mr. H., we were boys together and came from the same town, but he is so slow that he is always getting me into trouble with "patients".

Be prompt.

Then always preserve the most friendly relations with the physician: he can and will be your best friend if treated properly. I will not elaborate on this subject which is a large one and would afford a text for a paper dealing with it alone.

Study window dressing effects: a well dressed window is a "Silent Salesman" whose name does not appear on Saturday night paysheet. Don't neglect it nevertheless. No line of action can be laid down for operations in this particular subject, which will admit of universal application. In it each must be a law unto himself as circumstances direct—only this—give attention to it and you will be repaid for time and thought expended.

A pretty complete line of meritorious preparations put up by yourself in an attractive manner and kept constantly before your customers will do much to popularize your store.

Now this paper is long enough and I have not mentioned "Pure Drugs," "Accuracy in dispensing," "No Substitution." These are old saws worked thread-bare, and it should be taken for granted, are applicable to every reputable Pharmacist. I make no pretence that the subject is exhausted, it not being my intention to present a treatise on the art of advertising, but only to drop a few hints which perhaps might be beneficial to some members of the craft. I will wind up with a few "don'ts"

Don't give commissions to medical men for prescriptions steered your way. It is degrading in its influence and ten to one will make a liar of you; besides no permanent success was ever achieved by it.

Don't use a "dodger"; it is an unpardonable offence against good taste, savoring of the country fair faker.

Don't spend money advertising other men's products. They are deriving the benefits.

Don't allow your name to be attached to a patent nostrum advertisement in a daily paper; you are giving a certificate of merit to an article which may

possess none, besides you are being made a cat's paw to gather other men's chestnuts.

Don't give trading stamps, they injure you and benefit only the promoters who are men too lazy to work and, vampire-like, draw the blood for their sustenance from healthy bodies, which eventually they destroy.

Don't change clerks frequently if possible to avoid it. Drug store patrons like to see familiar faces, and changing clerks means slaving yourself.

Observe your own mind in the matters of Slot Telephone, the sale of postage stamps, and supplying a city directory, only get a proper proportion of the proceeds.

Proprietors' Banquet.

Blessings on the head of the man whose fertile brain first conceived the idea of adding social functions to conventions and association business meetings. To these gatherings keen business rivalries receive no invitations, and personal angularities are unwelcome intruders for whom there are no covers laid. There are too few opportunities afforded, in an active business life, for the cultivation of those social amenities which do much toward bringing out the best elements of human nature. It was with such thoughts as these occupying the interstices of our gigantic intellect that the *Journal* wandered to rest in the "wee sma hours" after a delightful evening spent around the festive board, where the good things of this world were mingled with music's seductive strains, fervent oratory and sparkling wit.

The occasion was the Proprietary Association Banquet given in McConkey's parlors on the evening of July 24th. We doubt if there was an individual present who did not thoroughly enjoy himself from the call of President McKee "to fall in" until the last strains of God save the Queen were wafted out into the humid morning atmosphere.

The musical part of the program was contributed by Messrs. Harvey and Kenney, vocalists, and Glinna-Marsicano's Orchestra. Messrs. Alfred P. Rose, of Lowell, Mass., and D. E. Thompson, Q.C., carried off the oratorical honors, while Messrs. E. E. Sheppard and W. F. McLean supplied the wit.

Mr. Henry Miles, of Montreal spoke in glowing terms of Canada and its possibilities, pointing with justifiable pride to the fact that last year's exports exceeded by \$30,000,000 the imports.

The officers of the association were model hosts, and President McKee a model chairman. To Mr. Levee, the energetic secretary, is due the lion's share of the praise. Upon him fell the responsibility of arrangement, and the smoothness with which everything moved and the thoroughness of enjoyment of

every guest and member was clear testimony that the right man "trod the quarter deck."

At the request of the company, Mr. C. C. Norris of the *Mait and Empire*, contributed a reading, and Mr. H. Miles, of Montreal, a song. Both renditions were well received and heartily applauded. The menu card was a tasteful production, the front cover being ornamented with the Union Jack and Stars and Stripes entwined. The toast list was just right, affording ample opportunity for expression of sentiments on all interesting topics and yet not too long to become wearisome.

Meeting of the Drug Section.

The second monthly meeting of the Drug Section of the Retail Merchants' Ass'n of Canada was held on the afternoon of Thursday, July 19th, and proved interesting to those who attended.

Chairman F. W. Flett being unavoidably absent, the chair was occupied by 1st vice John Hargreaves.

The first matter of business discussed was present telephone conditions. The unanimous opinion expressed was that they are anything but satisfactory. The slot machine arrangements at present in force have not proved a success. The regulations regarding their use are so lax that they are but little used. A committee consisting of Messrs. Gibbard, Flett and McKenny was appointed to confer with the Bell Telephone Co'y, and if possible, secure a better arrangement.

A letter was received from the manager of the "Garden City" steamer regarding an excursion, and on motion the same was acknowledged with instructions that if an excursion was decided on, the merits of the boat would receive consideration.

G. E. Gibbard presented a paper on "The Best Means of Advertising a Retail Drug Business," which received a vote of thanks, and was followed by a debate on the subject.

"Resolved, that the giving of trading stamps is detrimental to the welfare of the drug trade."

The affirmative was upheld by Messrs. McKenny and Houston. The negative was sustained by Messrs. McLean and Lauder. The affirmative received the decision of the meeting, Mr. Houston's logical array of arguments proving themselves unanswerable.

On motion it was decided that in future the meetings begin promptly at 3 o'clock and close at 5.

A membership committee was appointed consisting of Messrs. Austin, Gray, McKenny, Gibbard, Marshall, Walton, W. H. Lee and R. Robinson, to aid the general secretary in securing all members of the craft as members of the association.

On motion session adjourned until August 16th.

PERSONALS.

That fishing expedition to Strawberry Island, made friend John Wood, of Barrie, a proud man. Three record breaking bass and almost a fourth is good enough fish story for the boys.

E. M. Jewell, of Batavia, N. Y., who was recently elected one of the Western representatives on the All State Board of Pharmacy for New York, is a Canadian, hailing from Bowmanville, where he learned the business with Messrs. Stott & Jury. We congratulate Mr. Jewell in receiving this mark of confidence from his brother Pharmacists of the State.

Mr. W. M. Jackman, the popular traveller for Messrs. F. Stearns & Co., and supreme Gripman of the C. O. K. G. has deserted "the boys" and settled down to sober married life. It was a quiet affair in Montreal, where Mr. Jackman met the bride, fresh from The Emerald Isle, Dublin, being her late home. On Aug. 6th, Mr. J. started on his trip to the Coast. Needless to say the leading "Gripman" has the good wishes of the fraternity on his matrimonial venture. The Journal, for its large connection of patrons, joins in the same heartily.

An Australian visitor has been amongst us during the past month, in the person of Mr. R. Bloomfield Rees, a retired Chemist of Bandigo, Victoria. Mr. Rees is now a resident of Melbourne, and is on a trip around the world, and returns by way of San Francisco, taking in Chicago and the Yellowstone park. In the interests of the government of North Victoria, he is looking into the matter of wheat transportation to the sea board. Mr. Rees is extensively interested in grain growing in the valley of the Murray river, and a proposition is on foot to render this stream navigable by locking. He has made a careful inspection of our Canadian canal system, more particularly the Welland canal.

Canada's Foreign Trade.

Pessimists, if such existed, will find little with which to console themselves in the trade statistics of Canada as furnished from Ottawa. They demonstrate in most unmistakable manner that Canada as a commercial factor must be reckoned with by the other "shop keeping nations" of the world. A comparison of figures for the last four years shows in some lines a marvellous expansion. The increase in agricultural products is over 95 per cent; in animals and their products, 53 per cent.; in manu-

factures, 47 per cent.; and in no case has there been a decrease.

As between 1899 and 1900 the following figures speak for themselves.

Comparative Statement of Trade, 1899.

	Products of Canada.	Not products of Canada.
Mines.....	\$13,341,064	\$ 180,267
Fisheries.....	9 947,957	26,672
Forest.....	28,025,487	89,989
Animals.....	46 688,229	1,260,262
Agriculture.....	23,014,314	14,451,534
Manufactures.....	11,457,162	1,020,977
Miscellaneous.....	201,478	308,410
Total.....	\$132,675,691	\$17,398,101
Bullion.....	1,693,286
Coin.....	2,916,572
	\$133,768,977	\$20,315,673
	20,314,673	

Total.....\$154,083,650
Or without coin and bullion, \$150,074,692.

1900.

Mines.....	\$14,106,764	\$ 194,864
Fisheries.....	11,108,764	53,113
Forest.....	90 050,018	290,741
Animals and their products.....	55,897,800	1,143,899
Agriculture.....	27,429,121	10,956,632
Manufactures.....	13,692,773	1,232,459
Miscellaneous.....	339,413	325,891

Total.....\$152,818,917 \$14,196,599
Bullion..... 1,659,744
Coin..... 6,981,687

\$154,478,661 \$21,178,286
\$21,178,286

Total exports....\$175,656,947
Or without coin and bullion \$167,358,901.

Notes of Council Meeting.

Almost too harmonious.

The "fine balance" at last, as one of the reporters said.

The two years College term is still somewhat distant in the future.

Chairman Snyder as a valuator is an artist, whose work bears the closest scrutiny.

That notice of motion by Mr. Case, is well timed. The College is rich enough to pay its own printer's bill without passing around the hat.

Mr. E. T. Malone is an all-round good fellow, and popular with the Council, nevertheless he did wisely in resigning. Solicitor for a departmental store and also the Ontario College of Pharmacy, savoured slightly of the "Incomparable."

That is a very suggestive query by John Hargreaves. "If Divinity students are taught by Divines, Law students by Lawyers, Medical students by Doctors and Dental students by Dentists, then why not Pharmacy students by Pharmacists."

The shrinkage in the balance of some \$4,000 since February statement, somewhat worried the President who forgot the past six months has been the paying months, while the previous six was the receiving time. Just watch it go up again this term.

The Journal congratulates Mr. Kendall on his appointment to a position on the teaching staff of the College, and commends the Council for wisdom. It is a move in the right direction. Give our own graduates a chance. It is time our college was manned by Pharmacists.

On Tuesday evening, the members, at the suggestion of Mr. J. H. Mackenzie, took a trolley ride over the Metropolitan line to Newmarket. This burg was so impressed and overawed by the visitation that it deputed a leading burgher, one Mr. T. Brunting, to present the August body with the freedom of the town. Needless to say the visitors conducted themselves as becoming their exalted position, and on their departure, not even a pink tinge was discernible.

Quebec Pharmaceutical Association.

ELECTION OF OFFICERS.

At the meeting of the Council of the Pharmaceutical Association of the Province of Quebec, held July 4th the following officers and boards of examiners were duly elected for the year 1900-1901, namely,—President, S. Lachance, Montreal; 1st vice-president, J. E. Tremble; 2nd vice-president, Henry Willis, Quebec; treasurer, C. J. Covernton, Montreal. Major and Minor Board of Examiners,—R. W. Williams, Three Rivers; W. H. Chapman, A. J. Laurence, H. R. Lanctot, A. B. J. Moore and E. Giroux, Junior, Montreal, the latter two being appointed to replace Mr. J. R. Parkin, Montreal, and J. Emile Roy, late of Quebec, who had resigned.

Preliminary Board of Examiners,—Prof. J. O. Casselain of Jacques Cartier Normal School, and Professor Gammell of the High School, with Mr. J. E. Dubie of Quebec as Supervisor for the city and district of Quebec.

Don't overlook the Photo Competition this month, you have a chance for a prize.

Pharmaceutical Association Examinations.

The preliminary Board of Examiners of the Pharmaceutical Association of the Province of Quebec, held their quarterly examinations in Montreal and Quebec on July 5th, when twenty-one candidates presented themselves, and of these the following named in order of merit were successful: Kenneth M. Chalmers, A. Brouillette, H. G. Pepin, E. Verner, A. Brunelle, E. Lemieux, J. A. Langlois, J. R. Martineaux, J. W. Mercier, R. Senecal, A. Robitaille, J. A. R. Sylvestre.

The following candidates passed upon all subjects but one, Arithmetic: P. A. Boivin and E. LaPaille. These gentlemen will be required to present themselves again for these subjects only at the October examinations. The candidates were examined in English, French, Latin, Arithmetic, Geography and History.

The examiners were Prof. J. O. Cassegrain, of Jacques Cartier Normal School, and Prof. Isaac Gammell of the High School, Montreal.

ONTARIO COLLEGE OF PHARMACY

SEMI-ANNUAL MEETING OF COUNCIL.

The regular semi-annual meeting of the council of the O. C. P. was held in the board-room of the College Building on Tuesday, August 6th, and three following days.

All members present except Mr. Armour.

Promptly at 10 o'clock President Karn called the meeting to order, and for business. There being nothing to come before the board, it was moved by Mr. Graham, seconded by Mr. Case, that Council adjourn to meet at 11.30.—Carried.

Council re-assembled at 12.10. The Secretary presented a communication from Mr. P. L. Scott requesting a conference regarding the matter of his having been dropped from the Board of Examiners. Referred to Committee on Education. Other communications were read and referred to the various committees.

Report No. 1, By-laws and Legislation, was presented by Chairman Turner.

This report contained recommendations on a batch of applications for apprenticeship registration by parties who, having proper qualifications, had neglected to file application in proper time and manner. In all cases the report was favorable to the applicants. On motion of Mr. Turner, seconded by Mr. Graham, report was adopted.

There being nothing further to present in the way of business, on motion of Mr. Case, seconded by Mr. John Hargreaves, Council adjourned until 10 a. m. Wednesday.

SECOND DAY.

Pursuant to adjournment, council met at 10 a. m., President Karn in the chair. Members all present except Mr. Graham.

REGISTRAR TREASURER'S REPORT.

This report showed a condition of continued prosperity, increased attendance and increased income. Among the items of interest we give the following.

Nine medical men have applied for and received registration. They are, J. Carruthers, Little Current; A. B. Carscallen, Enterprise; D. A. Coon, Elgin; John F. Ross, Kirkfield; H. S. Clarke, Thedford; G. J. Campbell, Grand Valley; W. D. Ferris, Shallow Lake; R. A. Dale's, Stouffville; Wm. Beattie, Parry Harbor; Dr. Sing, Dutton.

The number of applicants for apprenticeship registration has been 101. A few are held for council action.

The number of renewals issued during the six months was: For 1892—1; '93—1; '94—1; '95—1; '96—1; '97—2; '98—5; '99—20; 1900, 821; netting a total income of \$3189.

The financial statement showed the following records of receipts and disbursements.

RECEIPTS.

Cash balance.....	\$ 34 68	
Bank balance.....	5791 04	
Savings	2001 00	
	<u> </u>	\$7825 71
Renewal fees.....	\$3189 00	
Less Rebate.....	1254 00	
	<u> </u>	\$1935 00
License and poison book....	1 59	
Registration fees, M. D.....	40 00	
Lecture fees.....	290 05	
Apprentice fees.....	101 00	
Diplomas	4 00	
Matriculation fees.....	150 00	
Apparatus account.....	201 44	
Examination students' fees..	136 60	
Poison books	7 67	
Interest account.....	52 14	
	<u> </u>	\$10745 21

DISBURSEMENTS.

Salary Account:—		
Wm. Young.....	\$ 300 00	
I. F. Lewis.....	550 02	
Prof. Heebner.....	1225 00	
Prof. Scott.....	729 18	
Prof. Chambers.....	700 00	
Prof. Fotheringham.....	525 00	
W. B. Kendall.....	100 00	
R. F. Williams.....	222 00	
Messengers	47 00	
	<u> </u>	\$ 4393 20
Auditors.....	10 00	
Deposit fees.....		
Postage	57 91	
Supply account.....	440 16	
Coal "	210 00	

Gas account.....	44 91
Apparatus etc.....	332 97
College building act.....	765 72
Water account.....	18 75
Law account.....	14 00
Infringement.....	559 35
Council meeting.....	539 30
Petty expense.....	10 20
McGill St. property.....	201 79
Library.....	5 00
Bank and cash balance.....	2582 35
	<hr/>
	\$10,745 21

AUDITORS' REPORT.

The auditors reported vouchers and securities correct, and presented the following statement of assets and liabilities.

ASSETS.

College building.....	\$ 35,710 48
“ lot.....	5000 00
McGill street property.....	5293 90
Furniture.....	3534 90
Apparatus.....	6138 00
Outstanding fees.....	496 00
Supplies, estimated.....	400 00
Poison and License books.....	95 48
Advertisement due.....	5 00
Cash balance.....	2538 64
	<hr/>
	\$59,256 11

LIABILITIES.

Salary account.....	\$ 141 67
Library fund.....	32 44
Sundry accounts.....	545 89
Mortgage account.....	5000 00
Balance.....	53,536 11
	<hr/>
	\$59,256 11

Signed. { JAMES. WATT,
 } J. H. MACKENZIE.

REPORT JOHN ROBERTS SCHOLARSHIP FUND.

Statement per Feb'y. 1st, 1900.....	\$ 3322 43
Loan and Savings Coupon.....	56 10
Interest.....	4 45
	<hr/>
	\$3382 98

Mr. Snyder presented a statement of assets and liabilities as taken upon present value of the property and furnishings. It was found that the property was somewhat enhanced in value, while from natural causes furniture and fittings had depreciated.

Mr. Snyder offered some explanations of the course pursued in arriving at values.

Mr. Hargreaves suggested that in future a percentage for wear and tear be deducted yearly.

Statement referred to finance committee.

Mr. Turner presented report No. 2, by-laws and legislation. This was a repetition of Report No. 1, so far as matter was concerned. On motion of Mr. Turner, seconded by Mr. Armour, the report was adopted.

On motion of Mr. Watters, seconded by Mr. Turner, council adjourned until 11.30.

Council re-assembled at 11.40, Mr. Graham in his place. The first item of business was the report of the committee on infringement, presented by Chairman Curry. This showed that infringements of the law were few, the inspector's time being taken up principally in looking after delinquent members. It contained a recommendation that the services of Inspector Brown be continued until Nov. 1st.

On motion of Mr. Curry, seconded by Mr. Davis, the report was adopted.

Chairman Snyder, of Executive and Finance Committee, presented Report No. 1. It first recommended the adoption of the Secretary-Treasurer's report, and also the report of the John Roberts scholarship fund.

The payment of a number of accounts was ordered.

The following statements of revaluation of assets, as presented by a sub-committee, was recommended for adoption.

College building.....	\$35,710 48
College lot.....	5000 00
McGill St. property.....	5293 90
Furniture.....	3534 90
Apparatus.....	6138 00
Outstanding fees.....	496 00
Supplies, estimated.....	400 00
Poison and License books.....	95 48
Advertisement.....	5 00

The application re Duncan Cochrane for a refund of college fees was also recommended to be complied with.

In the matter of the electrical appliances, ordered to be installed at the last meeting of council, the committee reported that they had been unable to make satisfactory arrangements.

Mr. Graham explained that the matter of Duncan Cochrane was the case of a student who paid fees for the senior term and after attending for a few days was attacked with typhoid pneumonia, from which he died.

On motion of Mr. Snyder, seconded by Mr. Davis, report was adopted.

A discussion took place on the matter of a cheque having been received after the first of May, cheque being marked by the bank April 29th. By resolution the certificate was ordered to be sent to the parties remitting.

Mr. John Hargreaves referred to a case which had come before the courts, wherein a wholesale firm had undertaken to supply a physician's supply house with goods not up to standard of the B. P., and suggested that the council look into the matter and publish the evidence.

Moved by Mr. Turner, seconded by Mr. Case, that council adjourn until 4 o'clock.

AFTERNOON SESSION.

Council re-assembled at 4.20, the president in the chair.

The first item of business presented was a communication from Mr. E. T. Malone, resigning his position as solicitor for the college, so long held by him. On motion of Mr. Snyder, seconded by Mr. Hunter, the resignation was referred for consideration to a special committee consisting of President Karn, Messrs. Roberts, Turner, Watters and Snyder.

A letter was received from Mr. Mulligan, Omemeé, demanding his certificate for which he claimed to have paid, and which the registrar failed to forward. Letter referred to the committee of By-Laws and Legislations.

President Karn said that Dr. P. L. Scott wished to be heard by the council. On motion his request was granted. When called upon by the president, the Dr. said the matter which he wished to bring to the attention of the council was the manner in which he had been dropped from the board of examiners, and which, he contended, amounted to a public dismissal. He reminded the council that he had accepted the position in the first place with considerable reluctance and for special reasons. His work had been done to the best of his ability. Notwithstanding this he had been dropped without a word of explanation or reason. Certain charges, he had been informed, were laid against him, and the educational committee had accepted them as true, and he had been dismissed without a chance to refute them. He thought some explanation should be forthcoming.

Mr. Watters as chairman of the committee denied that the charges mentioned had come before the committee or had influenced its action.

President Karn failed to see how the doctor could construe the affair into a dismissal, as no permanency was assured to any employee. He instanced the case of J. F. Pepper, who was dropped for a time and again appointed. The matter here dropped.

Moved by J. M. Hargreaves, seconded by Mr. Graham, that council adjourn until 10 o'clock Thursday. Carried.

THIRD DAY.

Council resumed at 10.40, President Karn in the chair, all members being present. The first item of business was Report 1 of educational committee, presented by Chairman Watters.

Clause 1 was a recommendation regarding the interchange of diplomas with the province of British Columbia, and was to the effect that reciprocity be restricted to the members of the respective provinces who had been registered by examination.

Clause 2 referred to a communication from the Quebec association, inquiring as to class of certificate issued to successful candidates attending a two course term at college and only serving three years apprenticeship. The registrar-treasurer was instructed to reply that the decision of this council is to accept apprenticeship service of four years of equal standing to our own served in other provinces, and that our diploma conferred all the privileges of registration in the province. It was recommended that clause 15 in "Guidance to Students" be amended in future calendars to conform with this. Clause 3 recommended that a new diploma be granted Mr. B. F. Caswell of Winnipeg, Man., he having complied with requirements. Clause 4 recommended the adoption of the report of the Board of Examiners. This report was given in the June issue of JOURNAL. Clause 5 gave instruction to comply with Dr. Fotheringham's request regarding the purchase of a microtome and accessories for his department. A fine balance also was recommended for the chemistry department.

Clause 8 referred to a communication from Prof. Fotheringham recommending the engagement of Prof. Kendall as demonstrator of microscopy.

The committee recommended the engagement of Prof. Fotheringham at \$750 a year, and Prof. Kendall at a salary of \$300 a year. This was in accord with Prof. Fotheringham's request.

The Registrar-Treasurer was instructed to have printed and inserted with the minutes a copy of the amendment to the act pertaining to apprenticeship standing after 1901.

Regarding the matter of Dr. P. Scott, the committee recommended that as the matter had been disposed of by the council, it would be unwise to reopen it. On motion of Mr. Watters, seconded by Mr. Armour, the report was adopted.

It was moved by Mr. Graham, seconded by Mr. Case, that the council endorse the action of the chairman of the educational committee in engaging Mr. Kendall for the February term of 1900, and that the balance due him at the rate of \$250 for the term be paid him by the Registrar-Treasurer.—Carried.

Moved by Mr. Snyder, seconded by Mr. Case, that council adjourn until 2.30 o'clock. Carried.

AFTERNOON MEETING.

Council re-assembled at 2.40, President Karn in the chair.

Report No. 2 of Executive and Finance Committee was presented by Chairman Snyder. It recommended that electric fans be placed in the lecture rooms, if satisfactory arrangements can be arranged at by the chairman of committee.

The recommendation of the educational committee for an appropriation to procure needed appliances

for Prof. Fotheringham's department, received the committee's approbation, and the professor gets \$50, a new microtome, and the chemical department a fine balance.

On motion of Mr. Snyder, seconded by Mr. Davis, the report was adopted.

Mr. Jno. Hargreaves presented a resolution, seconded by Mr. Curry:

That one month before the February session of this council in each year, at which the examiners are appointed, the registrar be hereby advised to advertise in the two pharmaceutical journals published in Ontario, for applications to be received from graduates of this college for a position on the Board of Examiners, and that only retail druggists engaged in business receive the appointment; and further that on conformity with a recommendation in the report of the educational committee in February, 1898, the graduates of our college be again advised to prepare themselves for teaching work in the various branches of the college.

Mr. Hargreaves in presenting the resolution said that in presenting this resolution he had no intention of reflecting on the present staff, as they had proved themselves efficient. Neither had he any intention of curtailing the powers of the educational committee, but he thought our graduates should be encouraged by the knowledge that these places were open to them. He recalled some occasions when difficulty was experienced in securing examiners, and if a register of men suitable for such positions was kept, it would aid rather than hamper the committee. In company with other educational institutions he found that divinity students were instructed by doctors of divinity, law students were taught by lawyers, similarly medical students by medical men, and it was only fair that pharmacy students should be instructed by pharmacists. Some of the present professors had admitted that the teaching was too theoretical. The Hon. G. W. Ross had similarly expressed himself. Employing pharmacists was a step in the direction of making the course more practical. His resolution was in line with the already expressed policy of the council, and was fair and reasonable. His only object was the welfare of the college.

Mr. Watters opposed the resolution as dangerous and harmful, tending to unsettle present conditions. He was decidedly opposed to limiting the field from which to procure professors to any sphere or profession. If competent men could be found in the ranks of pharmacy, all right; if not, then he would draw from other sources rather than put up with incompetency, and such had always been the policy of the council. He would oppose the motion.

Mr. Curry favored it and thought that our young men should look forward to occupying these posi-

tions. His policy was always "everything in the drug line druggists."

Mr. Turner opposed the resolution, and co-incided with Mr. Watters in his stand, and would decidedly object to any move which would tend to disturb present conditions.

Mr. Graham had full confidence in our educational committee, and believed they could be trusted to afford all possible encouragement to our graduates. While in sympathy with some part of the resolution he would oppose it.

Mr. Davis opposed anything like advertising for positions on the Boards.

Mr. Case would oppose the resolution. He was satisfied that the council and educational committee were anxious to follow at all times, the suggestion of the resolution of '98. The student's ability and ambition should be his incentive to prepare for positions and not any prospective situation with a \$35 fee attached. To pass the resolution would be a blow at the present high standing of our college.

Mr. Armour supported the resolution, believing that these positions should be for pharmacists, and it should be so understood.

Messrs. Snyder and Hunter thought that enough had been said to show its undesirability, and they would oppose it.

Mr. J. Hargreaves restated his position as not antagonistic to present professors or examiners, nor as desiring to limit the powers of the educational committee.

The vote was called for, and resulted in the defeat of the resolution by 9 to 4. Mr. Hargreaves called for yeas and nays, which were as follows. *Yeas*.—Curry, Armour, J. Hargreaves, J. M. Hargreaves; *Nays*.—Watters, Snyder, Hunter, Davis, Roberts, Turner, Graham, Case, Karn.

On motion of Mr. Case, seconded by Mr. Graham, council adjourned until 10 o'clock Friday morning.

FOURTH DAY.

Council resumed at 10.35, President Karn in the chair; all members present.

Mr. Case gave notice of motion that he would at the next meeting of the council in Feb'y, 1901, present a resolution to the effect that in future the college announcement be printed without advertisements in it.

J. M. Hargreaves presented the report of the divisional committee, which was as follows:

Your committee having learned of certain irregularities in supplying physicians with preparations, which we are informed are not in conformity with the standard of the British Pharmacopœia, of which legal evidence has been given, we would recommend that a copy of that evidence be obtained, and if within our legal right, same be printed in the phar-

maceutical journals and medical journals published in Ontario, at a cost not to exceed \$25, same to be disbursed at the order of the chairman. The report also commended the action of the Dominion public analyst in directing the attention of the public to the character of foods, drugs and spices, baking powder etc., now being offered. On motion of Mr. Hargreaves, seconded by Mr. Roberts, report was adopted.

Mr. Turner presented Report No. 3 of committee on by-laws and legislation.

This report was of a similar character to its two predecessors, and dealt with a large number of requests as to dating back of registration, rebate of fees and privileges to attend the college under irregular circumstances. Only a few exceptional cases received favorable consideration.

On motion of Mr. Turner, seconded by Mr. Armour, report was adopted.

Mr. Watters presented Report No. 2 Educational Committee, which enumerated the names of the students who had secured the medals at the last examinations. These names have been given in the July JOURNAL.

Mr. Watters presented a report of the special committee appointed to confer with the Quebec Pharmaceutical Association on the matter of Reciprocity, which reads as follows:

Your committee begs to report that in pursuance of the resolution of this council we met the committee from the Quebec Association in Montreal and discussed every phase of the question. We specially laid stress on the need of Dominion legislation as a remedy for many of the grievances which the members of our profession experience in prosecution of their business calling, and from which they cannot hope for relief through the provincial legislatures, owing to these bodies being composed of members having little sympathy for the aims and objects of druggists. With a view to a Dominion Act, and as a necessary step toward it, he urged that the various provinces should arrive at an agreement to reciprocate in diplomas, pointing out that the province of Ontario had reached that state with every other province excepting that of Quebec.

We have to express regret that the object of our mission has not been materially advanced. We feel that we cannot encourage you to look for an early accomplishment of our desires to see the pharmacists of the Province of Quebec complete the reciprocal relationship which connects our college with all the other licensing pharmaceutical bodies of the Dominion.

We cannot close this report without expressing our hearty appreciation of the cordial and courteous treatment accorded your deputation, and desire to take this means of acknowledging the same.

Mr. Watters in presenting this report stated that their reasons for saying that there is no chance for closer relations with Quebec is plainly they are afraid of us. As expressed by them it is simply a business proposition, and they would not be justified in taking action which would be liable to swamp them. He also found our own graduates in Quebec to be more opposed to any action.

On motion of Mr. Watters, seconded by Mr. Graham, the report was received and adopted.

Mr. Watters presented the report of the special committee to whom was referred Mr. Malone's resignation as College Solicitor. The report was as follows:

Your committee desires to express regret that the long and pleasant relationship existing between this college and our solicitor, Mr. E. T. Malone, must be brought to a close by the resignation of the latter. In view of all the circumstances and considering the action of Mr. Malone as beyond revision, we cannot do otherwise than recommend that his resignation be accepted.

We wish in this connection to record our high appreciation of the valuable judicial advice with which this college has been favored by the legal services of Mr. Malone, and we should like to express the hope that we may not be absolutely deprived of his advice and assistance, should the college interests seem to require same.

In presenting the report Mr. Watters paid a high compliment to Mr. Malone's services, and trusted that if it should appear to the advantage of the college, Mr. Malone's knowledge and experience might still be available to it.

On motion of Mr. Watters, seconded by Mr. Snyder, report was adopted.

A couple of accounts were presented and ordered paid.

Moved by Mr. Graham, seconded by Mr. Roberts, that this council urge upon the infringement committee the necessity of prosecuting all unqualified persons who are the actual owners and carry on business in the name of some physician, this being an injustice to the graduates of this college, as such opportunities of starting in business should be open to them. Carried.

Mr. Graham said that it was within the knowledge of all that many stores were run under the conditions mentioned, and he believed a vigorous campaign against the offending parties would be beneficial.

Mr. Curry presented a resolution empowering him to retain the services of Mr. Brown as long as he might be required. He was pleased at the passing of Mr. Graham's resolution, and believed that much could be done to stop the abuse, as few pharmacists would be prepared to enter a witness box and perjure

ELLIOT'S SHEEP DIP.

Elliot's Carbolated Non-poisonous Sheep Dip has attained to a very large sale by reason of its merit alone. No large sums being expended on account of advertising, the price is reasonable.

While destructive to vermin and parasites the compound is not only harmless to animals (sheep, cattle, horses, dogs, &c.) but healing.

The 25c. size is sufficient for 20 sheep.

1 lb Tins \$2.00 per dozen.
5 " " 7.50 " "

WHITE LEAD.

To the druggist who still handles paints we desire to say by way of reminder, that we produce a White Lead that is second to none. Our brand is the result of fifty years' experience.

Our Genuine White Lead. (Government Standard), gives thorough satisfaction and is fully guaranteed.

If you are not handling our lead you are missing about 15 per cent.

Orders and enquiries solicited.

We hope that many of our druggist friends will be able to make it convenient to visit our city during the progress of

Canada's Great Industrial Fair

AUG. 27TH TO SEPT. 8TH

Our offices are most convenient to the boats, railways and car lines, and will with all the services we can render be at the disposal of visitors

SPICES.

Are you doing as much in this line as you might and ought to do?

We believe there is room for development here and that largely increased sales will follow upon a little extra push.

We are first hands and guarantee the products of our mills.

We solicit your preference.

TINCTURES FLUID EXTRACTS

Usually we advocate the making of galenicals by druggists themselves, but when the manufacture at home does not compensate for time consumed, we press the purchase of our ready-to-hand manufactures.

Our lines are carefully prepared according to the standard and can be purchased at very low prices.

We invite your enquiries and inspection.

THE ELLIOT & Co., Limited.

TORONTO.

Letter Orders receive special care.

themselves, if such a necessity was forced on them.

The president informed Mr. Curry that he had the authority to retain Mr. Brown without the action of the council, and a resolution was superfluous.

On motion of Mr. Roberts seconded by Mr. Hunter, the minutes of this meeting were ordered to be printed and a copy sent to every registered druggist in the province.

Mr. Watters made a short statement regarding the manner of conducting the last examinations. He had attended and found everything as satisfactory as could be desired. The monitor's work was well done. The examiners were beyond criticism. The heating of the building was not perfect, but the examinations happened to take place during an exceptionally cold dip in May, and the appliances were scarcely adequate to warm such a large building.

The president suggested that the council should not disband without some action or statement regarding a two years college term. The matter had been talked about and had got into the papers and caused a measure of uncertainty regarding the council's intentions. This was an injustice to prospective students, which a statement from the council would tend to remove.

The educational committee took the matter up and presented a report as follows.

Your committee begs to report in reference to the establishment of a two years teaching course in the college, sufficient information is not in our possession to warrant us in taking immediate action. We would recommend that the members of the college faculty, through the Dean, shall prepare a report and present same at the February meeting of the council, showing the feasibility of the project, having regard to the accommodation offered by the present building, and, if practicable, that a scheme be formulated to carry out this intention as early as possible. On motion of Mr. Watters, seconded by Mr. Graham, report was adopted.

It was moved by Mr. Watters, seconded by Mr. Roberts, that a committee consisting of the President, Messrs. Snyder, Curry and Watters be appointed by this council to take steps to secure the appointment of a solicitor for the college, and report at the meeting in February 1901 or sooner if necessary. Carried.

There being no more business to come before the Board, Mr. Case moved, seconded by J. M. Hargreaves, that council adjourn to meet on the first Tuesday in February, 1901, or at the call of the President. Carried.

The Journal's want ads bring results every month.

Answers.

ARTIFICIAL NAUHEIM BATHS.—(C) We find the following in an article on Nauheim treatment in the *Medical Record*. The salt is made by mixing together

Sodium chloride.....	30 lbs.
Potassium chloride.....	10 oz.
Calcium chloride.....	30 oz.
Magnesium chloride.....	8 oz.

Mix.

This must be kept in air and water tight containers. The quantity prescribed is dissolved in the water bath. Effervescence is produced by adding

Sodium Bisulphate.....	1 lb.
Sodium Bicarbonate.....	2 lbs.

to each full bath.

FACE MASSAGE OINTMENT.—(T) We know nothing better than a good quality cold cream. We believe this is what is generally used by professionals. The cold cream, or Ung. Aq.*Rosa, of the B.P. is not a satisfactory preparation; we prefer the formula of the U.S.P., in which borax is ordered, or you might use the formula by A. J. Cohn, which you will find on another page of this issue.

COLORLESS HYDRASTIS.—(J.R.) The various forms of this preparation on the market are, according to analysis by Dr. Eccles, nothing more than solutions of alum, zinc sulphate, etc., with a little hydrastine. You can make a reliable article by the following formula:

Hydrastine.....	120 grs.
Dil. Hydrochloric Acid, sufficient	
Glycerine.....	4 ozs.
Water to.....	16 ozs.

Dissolve the hydrastine in the water by adding exactly enough diluted hydrochloric acid, then add enough water to make 16 ounces.

GABBET'S BLUE.—(C. P. S.) Gabbet's blue is a solution of methylene blue in diluted sulphuric acid. It is used for the detection of tuberculosis bacilli. The formula is as follows:

Methylene Blue.....	2 grms.
Sulphuric acid.....	25 grms.
Water.....	75 grms.

Mix the acid and water and add the blue.

The Window Gave it Away.

(Scene:—Leading drug store on Queen St. West, —window filled with trusses, crutches and supports.)

Lady Customer (just entering)—“Please to give me 2 cents worth of paper and envelopes.”

Courteous proprietor—“Sorry, madame, but we do not carry stationery.”

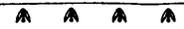
L. C.—“Oh, well. I'll take a postage stamp.”

C. P.—“I regret, madame, to say we do not handle postage either.”

L. C. (flouncing out indignantly)—“Oh, I see I've made a mistake. I thought the place looked like a harness shop, anyway.”

PARKE, DAVIS & CO'S
CHOCOLATE-COATED
TABLETS.

DISINTEGRATE AND
DISSOLVE QUICKLY.



No
Sub-
Coating
of
Shellac
used
in
our
Process.
Nothing
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Pure
Choco-
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We have Two Hundred and Fifty staple formulas, from which you can make your selection of Chocolate-Coated Tablets.

For uniformity of size and shape, for care and excellence of workmanship, and beauty of finish, P.D. & Co's are unequalled.

In ordering, if you will always specify P., D. & Co's Chocolate-Coated Tablets, you will not be disappointed.

Laboratory :

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LEVY & Co,
PRINTERS,
Leader Lane,
TORONTO,

Never fail to satisfy
patrons both in

Quality of Work and Price.



A Sample Order Will
Convince You.



WRITE THEM.

The Most
Perfect
Preparation
for the Cure
of Asthma
Known to
Medical
Science



Sold by all wholesale druggists or direct from the
manufacturers.

HAYES & CO., Simcoe, Canada.

Advertise in the
JOURNAL if you
want results.

PATENTS

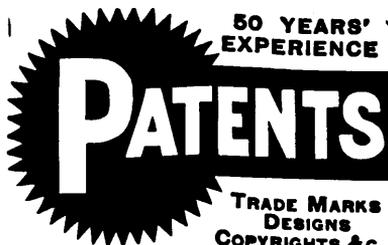
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Wholesale \$1.75 per doz.
The Best Dentifrice.



Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

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A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year; four months, \$1. Sold by all newsdealers.
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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, London, and Winnipeg, Man.

THE LIVE RETAIL DRUGGIST

Knows that it always pays
to handle THE BEST. Em-
phatically so in

CHEWING GUM.



We are not in the Gum Combine.

We do not sell an inferior Gum behind
a tinsel premium.

We give you a clean, honest, well made
article that will make you custom-
ers in this line.

In lieu of *trinkets*, we give an extra
discount.

We thank our hundreds of patrons
throughout Canada for their ap-
preciation of our efforts, and re-
spectfully ask them to look up their
stock. A postal card will make
the connection :

Athlete, assorted, Bermuda Fruit,

Athlete Pepsine, in Metallic holders,

Imperial Stick, Soda Mint,

Baseball,

Union Jack, 180 pieces in Box.



**THE MACKENZIE SNYDER
CO., LIMITED.**

785 Yonge St. : Toronto.

NOTE—How about Insect Powder,
Hellebore, Crude Drugs of all kinds.

WEST & PATTERSON,
61 Front Street East,

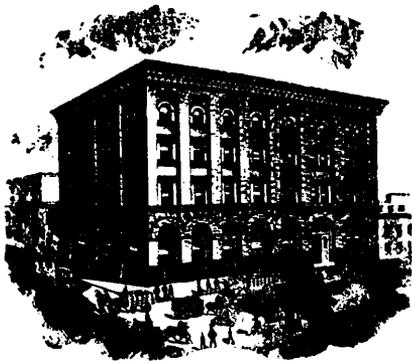
Druggists' Sundries - Druggists' Specialties
A full line of SEABURY & JOHNSON'S
PLASTERS, DRÉSSINGS, Etc.
"THE KIND THE DOCTOR ORDERS."
Send For Price List.

Fine Confectionery

for Druggists.

Stewart's Extra Strong Horehound.
Stewart's Cough Drops has no equal.
Stewart's Floral Tablets.
Stewart's Fine Chocolates in great variety.
Stewart's Medicated Lozenges.

A. J. STEWART,
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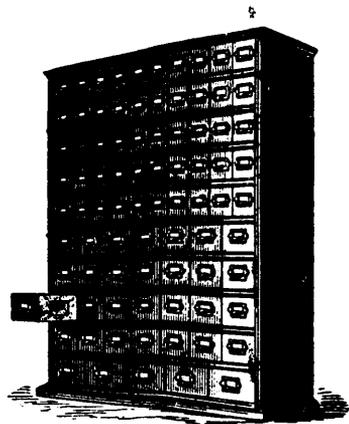


To Our Patrons :

We are now comfortably settled in our new warehouse, corner Princess Street and McDermot Avenue.

We Have Facilities for supplying all requirements of the Drug trade, and will be pleased to quote prices if you will send your *Want Lists*.

THE BOLE DRUG CO
WINNIPEG.



BENNETT'S DRUG CABINET

Solves the problem of properly storing Crude Drugs and Package Herbs.

Insect Proof - Dust Proof - Convenient.
MODERATE IN PRICE.

FOR PARTICULARS ADDRESS:

J. S. BENNETT,
20 Sheridan Ave., TORONTO.

Canada for Canadians

We beg to call the attention of the Drug Trade to the far famed

**Turkish
Dyes,**

manufactured and owned exclusively in Canada. They have stood the test of time, and still the sales are increasing. We especially commend our TURKISH DYES for cotton, the first and most complete list of Cotton Dyes on the market. To day our prices to the trade are right and quality guaranteed. Ask your jobbers for TURKISH DYES and see that you get them. They are good sellers and will bring you new customers every day.

BRAYLEY SONS & CO.,

58 WELLINGTON ST.

MONTREAL.



Canadian Ophthalmic College

OF TORONTO.

L. G. AMSDEN, PRINCIPAL.

Established 1896.

In connection with The COHEN BROS, Limited,



THE COLLEGE was established to provide practical instruction at a reasonable cost, and the success achieved is due to the honest efforts and practical methods.

THE INSTRUCTOR is an optician whose whole life has been devoted to the study and practice of optics in the practical spectacle selling form in which the graduate will have to practice.

THE COURSE contains no useless technicalities. All obscure phraseology has been eliminated and the practical essentials condensed and simplified to the requirements of a short course.

THE DURATION of the course is two weeks.

Prospectus and testimonials on application.



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PHOTOGRAPHIC SUPPLIES.

We have pleasure in announcing that we have laid in a stock of Photographic Material and Cameras, in the hope that our various friends in the Drug Trade will give us their support in this new venture.

We believe it is in every way an excellent side-line for the Druggist to take hold of.

Our Catalogue recently published will be mailed to every druggist in Canada and will contain all requisite information, but should any of our friends require any further information on the subject, if they will write us we will only be too glad to reply immediately.

Among our specialties will be

"The Poco"

Camera, made by the Rochester Optical and Camera Co., an instrument whose popularity has increased with every year of its output, and "**The Paget Plates**," so widely known in England, and for which we have obtained the exclusive agency for Canada.

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TO THE ROYAL FAMILY.

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Awards at all Great Inter-
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MANUFACTURERS OF CELEBRATED

Photographic Lenses, | Microscopes,
Cameras, | Field and Opera Glasses
Optical Lanterns, | Telescopes, Etc.

LIBERAL TERMS TO CHEMISTS.

111 New Bond-St., LONDON, W.

Estab. 1830 Works: CLAPHAM COMMON.

Lists Free.

Now Ready, English Edition, Price 6s. 6d.

Druggists

Handling Camera Supplies
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CADETT PLATES

The Most Rapid in the
World.

SUPPLIED TO THE TRADE BY

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48 Richmond St. W. TORONTO.



OPTICAL DEPARTMENT

LIONEL G. AMSDEN, EDITOR.

All communications for the Optical Department should be addressed to

L. G. AMSDEN, 34 Adelaide St.

OUR OPTICAL CLASS.

L. G. AMSDEN, Instructor.

The Myopic vision is, of course, below normal, and no effort at his command can improve it one iota. He therefore reads down to a certain point readily and correctly, but no effort can produce any improvement. The Hyperope, however, hesitates frequently and exerts a supreme effort of the accommodation to decipher some letters more intricate than others, but the Astigmat plunges through recklessly, hesitating at nothing, but miscalling several of the letters and occasionally holding his head sideways to bring into use some particular meridian more correct in its retraction.

These are mere landmarks, however, to guide us in a preliminary survey, and it is not to be supposed that they take the place of the Theodolite and chain by which correct distances and calculations are obtained.

General success in refraction work is only to be obtained by systematic effort and close attention to detail; nothing must be "taken for granted," everything must be proved.

A slight variation of the well known legal axiom will afford a safe rule to work by, viz., "Consider every patient as guilty of Hyperopia until proved innocent."

Begin your practice by classifying your cases under two distinct heads, "Those who require glasses because they cannot see, and those who require them because they cannot rest."

This really means the two great classes of eye-patients, Asthenopic and non-asthenopic. In the latter case they have plodded along without glasses as long as sufficient vision is present to enable them to perform their accustomed vocation sometimes thinking they are discriminated against by nature in not possessing the normal amount of vision, or at least having less than their friends, but in other instances not realizing that they are any different to the rest of mankind. These cases are simple, as

the landmarks are so plain that the merest tyro would stumble on something that would improve vision even though he possessed little knowledge or experience. Everything that will improve vision is a correction to him. He knows nothing of 20/20. He is easily satisfied provided he sees better than before.

The Asthenope, however, is frequently a hypochondriac. He is constantly suffering from a form of nervous trouble, his temper is affected more than his vision, and he is hard to please because his very condition makes him distrustful of his fellow men, and he is compelled to take his glasses on trust,—I mean, he trusts that they will help him. The effect is not instantaneously effective, as in the other class. His sight is probably perfect already and any beneficial effect to be derived must necessarily be the work of time, and will depend upon his faithfulness in wearing the correction. I need scarcely say that in these cases no amount of error should be considered too small for correction, particularly in regard to Astigmatism.

A careful comparison of Asthenopic cases establishes the fact that the amount of discomfort is in the opposite degree to the amount of error, that is the smaller the error the greater the Asthenopia, and a noted English oculist who has been highly successful in treating Asthenopic cases claims to have found that the worst cases of discomfort were caused by one quarter dioptré of Astigmatism, and were wholly relieved by the application of the necessary cylinder.

The optician, therefore, who begins his professional career by disregarding low Astigmatism as too insignificant to notice throws away the more lucrative part of his practice, and is doomed to failure as a refractionist.

We begin by asking our subject to read the letters on the card, noting carefully any that may be miscalled, but in no case prompting him, as they afford excellent material on which to watch the effect of our efforts at correction.

If 20/20 is read, Myopia is excluded and the case is either Ametropia or Hyperopia, and the former is excluded by the acceptance of a plus glass.

(To be continued.)

OPTICAL ALLUSIONS.

The long expected and much talked of optical association of Canada seems at last upon the point of coming to a focus. Arrangements have been completed for holding the inaugural meeting in Toronto during the second week of the exposition. Letters giving notice of attendance addressed to the Optical Editor of the Pharmaceutical Journal will be acceptable, and will greatly encourage the promoters.

In our next issue we hope to give an extended account of the "doings" of the American Optical Association, which meets in Detroit during August.

Retail opticians who carry optical stock should place their orders now for gold and gold filled goods for fall dealing, as the usual rush for these goods is already manifesting itself, and the annual scarcity will undoubtedly prevail.

Mr. Graves of the Standard Optical Co., Geneva, N. Y., paid us a pleasant visit on his way down the lakes for a vacation.

Mr. J. H. Fleming, St George, Ont. who is one of the pioneer opticians of Canada, has disposed of his drug business and is contemplating an exclusive optical concern on up to date optical lines.

Mr. Fleming's retirement from the drug business is based upon the long hours which it entails, and as he is an enthusiastic and accomplished refractionist, we are of the opinion that the profession of optics is a decided gainer by the transaction.

The midsummer course, just commenced at the Canadian Ophthalmic College was well attended, and a highly successful class, being composed entirely of business men who have come to realize that the optical end of the Drug and Jewelry business is not to be despised.

The following were in attendance. L. Hosteller, New Hamburg; L. Willoughby, Strathroy; R. F. Dale, Harriston; A. M. Woolnough, Niagara Falls; I. McMahan, Alliston; A. Ovens, London.

Indian Fly Trap.

This is a Canadian production and worthy of patronage. The makers of it claim for it points of excellence not possessed by other fly destroyers. Among these are the following: It can be carried about with one hand without fear of soiling your hands or damaging your dress. It can be hung up as easily and as safely as if laid on a table. The gum cannot run over nor leak. It is not an unsightly smeared sheet, but a well and prettily made placque. To the drug trade it is recommended as a profitable seller. Write to the makers, John Hislop & Co., Montreal, if your jobber doesn't stock it.

Photographic Department

(All communications for this department should be addressed to WINSOR BARKER, 50 Adelaide St., W., Toronto, Ont.)

OUR COMPETITION.

In another column we give the classes and conditions of our long promised photographic competition and we trust our readers will interest themselves sufficiently to endeavor to win one of the prizes, or in any event to get an estimate of their ability in this line by a competent judge.

Our object in opening this competition is to ascertain the number of pharmacists and assistants who are interested in photography from an artistic point of view, and also to bring them to each other's notice with the idea of forming a druggists' camera club for the exchange of ideas in the pictorial line, and if we are successful we will endeavor to make it an annual event.

The conditions are broad, any sizes of pictures being eligible, consequently the owner of any camera from a pocket kodak to a landscape camera can enter, and we hope all will do so.

The three first classes comprise the ordinary styles of photography, but class D. is a special class, being only for subjects pertaining to the drug trade, and we place no limit on what these subjects may be, leaving that to the competitors, but will say that any subject from the photo of the apprentice cleaning windows to a microscopical section of a root will be considered.

We are simply giving an opportunity for making an object of spending some leisure hours in the practice of photography, and for a comparison of results in pressing the button and doing the rest by the followers of the force that moves the world, (especially in the shape of Pil Cath. Co.) pharmacy.

We have nothing to gain, as we are not even asking the usual journalistic shell game, a subscription, so our motives are pure as aqua distillata, and we hope will be appreciated in the way we ask, by pictures being sent for our competition by every pharmacist who can beg, borrow or steal a camera.

HOW TO HELP TRADE.

Presupposing that some members of the profession have laid in a stock of photographic supplies, one of the serious problems they are confronted with is how to sell them in all seasons of the year. In the spring and summer a well selected stock nicely displayed and a diffusion of knowledge to the effect

that such is the case among those interested, will generally suffice, but in the autumn and winter it is necessary to keep up this interest in order to keep up trade.

The proper study of mankind is man, and it follows that the proper study of the photographic dealer is the amateur, and in order to properly study that gregarious animal, the dealer should have enough knowledge of the subject himself to help the tyro on the rocky road to perfection in picture taking.

The dealer who can dilate on the excellencies of different brands of material and can point to a few specimens can sell more goods than the one who can only say "that will cost you so much; can I wrap it up for you?"

To keep up the interest naturally aroused in the breast of the amateur by nature, show possibilities and the way to make them actualities. Have displayed in your photographic department prints showing different kinds of work and notes showing how to get these results.

Have a notice board with these tacked on, either at your door, in your window or in a conspicuous place inside, and you will be surprised at the enquiries and sales that will result.

Get in the good graces of some of your customers and have some of their best pictures on show with their name attached as a practical application of "Go thou and do likewise," and if there is any ambition in the breasts of any of the others, they will follow the unspoken advice, and who ever saw an amateur photographer without ambition.

You might by judicious manipulation get up local competitions with resultant wholesale use of plates, mounts and paper.

As the season advances scenes of autumn and winter should be placed on view in order to prevent cameras being put on shelves until spring, and when winter sets in, lantern slides and enlargements should also find a place, as that is the ideal time for this branch of the art. Both are easily made with plenty of time at one's disposal, and the long winter evenings are conducive to a desire to spend it in this way, and the profit to the dealer on the sale of lantern slides and large paper is good.

As Christmas time approaches, special circulars calling attention to the desirability of a camera as a present, should be issued and sent to heads of families, who are undergoing that yearly torture of buying something pleasing yet useful, a torture that can only be compared to what to name the baby. The great help photography is in developing refined and artistic tastes in the young can be skilfully enlarged on with good results.

Camera clubs are a great stimulus to business, and as the favorite time for attending them is during the fall and winter months, it is a good plan for the

dealer to identify himself with one of them, if already in existence, or to use his fine Italian hand in forming one if such a thing is unknown in his locality.

If a dark room forms part of the premises, this fact should be kept before the public by circulars and by a neat sign in the window to that effect, as transient customers in particular as a rule lack the necessary nerve to use it without purchasing a memento of their visit, and everything helps.

To epitomize, to help trade, take an interest yourself, show customers that you do, and take advantage of every season's wants by bringing those wants to your customers' attention.

The Journal Photographic Competition.

In accordance with the ideas expressed in our recent issues the CAN. PHARM. JOURNAL offers to the readers of its Photographic Department a competition in photography, open to all druggists and druggists' clerks who use a camera. We have endeavored to make the conditions broad enough to cover all classes of work and have placed no limitations on size of picture or number of pictures that may be entered, with exception that any competitor may only win one prize in each class, the object of this being, of course, the greater distribution of prizes.

We have obtained the services of Mr. George E. Valteau of Ottawa, one of the foremost amateur photographers in Canada, as judge, and competitors may be assured of fair play and no favors.

No entry fee is asked, the competition being for the purpose of bringing out the interest of the members of the pharmaceutical profession in photography as a recreation, and we hope that every one in that profession who can handle a camera will enter as many pictures as possible.

The JOURNAL reserves the right to print any of the pictures, but will not make use of them in any other way.

In our next issue a complete list of prizes and donors will be given, but we would suggest that competitors do not wait for same, as we can already promise some prizes worth competing for.

CLASSES AND CONDITIONS.

- Class A. Landscapes.
- " B. Marine views.
- " C. Portrait and figure studies.
- " D. Special subjects pertaining to the Drug Trade.

Two prizes, first and second, will be given in each class, and all below these will be mentioned in list in our November issue with standing.

Conditions.

1. Competition opens August 15th and closes

October 15th, after which date no pictures will be received.

2. All pictures entered for competition must be mailed to Photographic Department, CAN. PHARM. JOURNAL, Toronto.

3. All pictures must be properly mounted and have plainly written on the back the class, the title of the picture, and the name and address of the competitor.

4. All pictures must be the bona fide work of the competitor, who must be an amateur, also a druggist or druggist's assistant.

5. Any process of printing will be allowed, and any size or number of pictures may be entered, but only one prize in any one class will be awarded to any one competitor. No picture should be framed.

6. The competing pictures will be judged on a system of points as follows :

For originality of subject	25
For illustrative value	25
For artistic quality	25
For technical excellence	25

7. The Journal will publish list of winners and competitors, with points obtained, in its November issue, and will print prize winning pictures.

8. All pictures sent for competition to become the property of the Journal.

9. All entries by druggists' assistants must be accompanied by name of employer.

10. All entries will be acknowledged in next issue of the Journal.

FOTOGRAFIC FREAKS AND FANCIES.

We will be pleased to receive any item of an interesting nature for publication in this column, peculiar incidents, humorous notes, new ideas.

That was a low down trick that a young wag played on a friend who wanted to borrow his camera. He took an old one he had long since discarded and rigged a push button, electric bell and dry battery in the old hulk. Handing the camera and an instruction book to his friend, he said, "It's all loaded; all you have to do is to press the button until the bell stops ringing."

Poor chap, the picture he tried to take was of the girl he was engaged to. All I know is that it made the girl who knows about cameras most horribly riled, and "the blow almost killed father," as the song has it.—*Exchange*.

Peculiar results can be obtained by taking a picture of any person directly below from a first storey window, also by pointing the camera directly up from the ground at any person leaning out of an upper window.

The interior of an open tower or steeple taken

with the camera standing on the ground, lens up, also gives a peculiar effect, as the only way the view can be recognized is by holding the picture directly over the head.

The trouble in China is decidedly novel up to the present from the fact that the newspapers have not up to the present published any photographs by their own photographer. This, of course, is due to the suddenness of events, and there is no doubt but that in the course of a week or so, we will be as familiar with the faces of Generals One Lung and Hop Lee as we are with Kruger and Cronje, as the ubiquitous camerist is bound to get there.

Just Among Ourselves.

[We solicit enquiries and letters to appear under this head, but prefer names and addresses being sent (not necessarily for publication) No attention will be paid to anonymous communications.]

Amateur.—We answered your inquiry in our June issue, but presume you overlooked same. We suggested that you try a bright day when the sun is shining directly on your windows and the opposite buildings are in the shade and do not show as reflections in the plate glass. If the contents of the window are what you wish a photo of, light it up well and take the picture from outside at night, giving from twenty minutes to half an hour exposure.

You will find conditions of competition in another column, which will answer your second enquiry, but will say that you can enter as many pictures as you wish in every class, and if yours are the best in the estimation of the judge, can take first place in each. Send as many as you like.

W. J. Brown.—"I am a lover of flowers as well as an amateur photographer, and wish to immortalize some blooms on paper. Can you give me any suggestions?"—Floral photography is very fascinating, and also very easy, but the great mistake made is in trying to get too much into a picture. The simpler the flower the easier to photograph.

A marguerite, a dahlia or a lily are favorites, and generally turn out successfully, but any single bloom or small number of same will photograph well.

Use a piece of dark red cloth stretched on a frame, well backed to avoid transparency, as a background, and take your picture in a well diffused light, not too strong, to avoid shadows.

Listerine.

The Lambert Chemical Co. have an ad. in this issue of the JOURNAL, and in it they make an announcement of importance to the drug trade. You are interested in it. Look it up and see what they say.

N. A. R. D. Notes.

The Illinois Pharmaceutical Association at its twenty-first annual meeting, the most successful in its history, enthusiastically re-indorsed the National Association and praised the National Executive Committee for what it had accomplished. The dues of the membership were ordered paid, and a donation of thirty-six members of the organization, amounting to \$210, was placed in the hands of the committee to be sent to the national treasurer. The addresses of Chairman Holliday and Secretary Wooten and the discussion thereon occupied one entire session of the meeting. A resolution was adopted directing the President to appoint a committee in each county of the state to bring its druggists into affiliation with the N. A. R. D.

Attention has been recently directed in a forceful manner to the urgent necessity of members of the National Association giving their patronage to those manufacturers and jobbers who favor its plans, and who co-operate with the executive officers. The combined power of the retail trade is irresistible, and this power must be exerted to advance the work of the national organization, if it is to accomplish the purpose of its creation.

From present indications the Dominion of Canada will send several delegates to the 1900 meeting of the N. A. R. D.

The Maine Pharmaceutical Association, at its recent meeting, adopted the following resolutions:

"Whereas: the work done and the results accomplished by the National Association of Retail Druggists during the past year have been such as to inspire confidence in the success of the plans for improving the financial condition of the drug trade and

Whereas, the said National Assn. and its executive officers are entitled to the confidence and encouragement of every organization in the U. S. which seeks the betterment of the commercial status of the retail druggists, therefore by the Maine Pharmaceutical Assn. be it

Resolved, That the loyalty of this Assn. to the National Assn is hereby reaffirmed.

Resolved, that the treasurer of this association is directed to pay to the treasurer of the N. A. R. D. fifty cents for each active member of the Maine Pharmaceutical Assn. for the fiscal year ending Dec. 31, 1900.

Resolved, That the president appoint one delegate to the N. A. R. D. convention to be held at Detroit, Mich., Sept. 12-14, 1900. Expenses to be paid by the Maine Pharmaceutical Association.

The Northern Illinois Druggists' Association, organized in Chicago on the 16th inst., is composed of the druggists of twenty counties lying nearest the Wisconsin state line. The organization meeting was well attended. A constitution and by-laws were approved.

The Tennessee State Druggists Association closed its annual meeting on the 19th. Retiring President Nelson writing to the National Secretary, says: "It has been the most successful year the druggists of the state have enjoyed in many years, and would have been more so had we not felt handicapped by legislation.

The committee on entertainment of the Detroit and Wayne County Druggists' Association have arranged some very pleasing entertainments for Wednesday evening and Thursday afternoon and evening during the coming convention. The National Executive Committee, in recognition of the desire of the members of the association that the N. A. R. D. shall be known as a business organization, set apart a very small portion of the time for social enjoyments; but the Detroit druggists and manufacturers are arranging to make the best possible use of their opportunities to demonstrate their pleasure in meeting their fellow druggists of the country by extending to them the hospitality which so fittingly expresses this pleasure.

President Jones attended the meetings of the Virginia and North Carolina Pharmaceutical Associations. The dates of the two meetings are so near together that the results of his trip were less satisfactory than they otherwise would have been; but his cordial reception at all the places which he visited is gratifying evidence of the esteem in which our cause is held in the two states.

Four State Pharmaceutical Associations will hold their meetings in August. The following are the dates and places of meetings:

North Dakota, Aug. 7-9; Fargo.

South Dakota, Aug. 7-9; Brookings.

Montana, Aug. 7-9; Butte.

Michigan, Aug. 15-15; Grand Rapids.

The California Pharmaceutical Society will hold its quarterly meeting on the 9th of August at San Francisco.

The Chatham County (Savannah) Ga. Pharmaceutical Association is one of the new members of the N. A. R. D. This vigorous organization embraces all but two of the druggists of Chatham County. The work of correcting local conditions is progressing.

NEWS ITEMS.

H. Mullet, of Edmonton, Man., has assigned.

John W. Livers, of Kaslo, B. C. has sold out.

E. R. Desrosiers is starting a business in Ottawa, Ont.

A. D. Gumton is starting a business in Montreal.

W. F. Webb is moving from Orillia to Leamington, Ont.

W. B. Gordon, of Ottawa, Ont., has sold out to G. E. Watson.

C. S. Scott, of Southampton, Ont., has assigned to W. Burgess.

F. H. Yapp, of Hamilton, Ont., has sold out to J. A. Zimmerman.

Sebra Clarke, of Ashcroft, B. C. is opening a branch at Lillooet.

J. M. Zimmerman, Hamilton, Ont., has sold his branch at Milton, Ont.

G. E. Watson, of Hintonburg, Ont., has sold out to J. S. Rochester.

C. C. Godfrey, of Norman, Ont., is adding to his business a stock of groceries.

G. W. McLaren, of Morden, Man., is offering a compromise to his creditors.

The Mount Royal Pharmacy is a partnership, registered in St. Lewis, Que.

J. B. Gordon, recently of Ottawa, is starting business in Pembroke, Ont.

The Rival Herb Co. is a new patent medicine concern, started in Montreal.

H. J. Rae has purchased the Neil C. Love business, Toronto, from W. Latimer.

The stock of E. J. Johns, Stratford, Ont., has been purchased by C. E. Naysmith.

The Capital stock of the Arnold Chemical Co., Toronto, has been increased to \$50,000.

C. M. Eddington is the successor of Patton & Eddington, drug brokers, Vancouver, B. C.

A fire on St. Catherines St., Montreal, damaged the stock of Mr. John Lewis to the extent of \$2000.

H. W. Ansley, of Port Dover, has admitted James McNeilly of the class of 98 and 99 as partner.

A. R. Bremer & Co., of Toronto, is a limited liability Company, incorporated to deal in druggist supplies.

W. J. Mitchell & Co. has sold their business at Prince Albert, N. W. T., to F. H. Walley & Co., of Winnipeg.

By order of the High Court, the affairs of the Woodward Medicine Company are placed in the hands of a liquidator with winding up instructions,

MONTREAL NEWS.

Private Martin, one of our drug clerks who joined the first Contingent, was invalided to Shorncliffe some months ago. He has recovered and has again sailed for the Transvaal.

Mr. J. T. Lyons is leaving on the Tunisian for a trip to the Exposition and London. He hopes to combine a good share of business with some pleasure.

After some discussion the Board of the College has decided that it is not advisable to change the hours of the lectures, at least for the coming session.

Business is quiet in the residential parts of the city, so many being away at the seaside or country, but those who have fountains find that the hot-weather business is so good as to pay up for slackness in other lines.

Quite a number from Montreal will be in attendance at the annual meeting of the N. A. R. D. at Detroit. Henry Willis, of Quebec, W. H. Chapman, A. Robert, E. Muir and several others are arranging to take in the meeting.

L. W. Leithead, of Duluth, recently passed through the city on his way to New York. Mr. Leithead is an old Montrealer who went west several years ago to grow up with the country. He has done so, as he is now head of the L. W. Leithead Drug Co., of Duluth, one of the largest and most progressive houses in the west.

J. L. Roberge, for many years head clerk for Mr. A. Robert, has bought out Henri J. Pilon, Upper St. Lawrence-St. Mr. Pilon retires from business on account of ill health and will seek to recuperate by a rest in the country. J. L. Roberge is well known as a capable, enterprising druggist and will be successful in his new venture.

The fire which destroyed Bernier & West's dry goods establishment was the cause of considerable damage to the stock of Mr. Jno. Lewis on the opposite side of University St. The heat from the burning building was so intense that the windows of Lewis's and other stores were broken, and the contents destroyed. At present writing the damage has not been estimated, but Mr. Lewis's will amount to several thousand dollars.

The Rifle Club is increasing the membership while awaiting definite news from the government as to what privileges are to be granted to the clubs. It is expected, however, that by August, when the new ranges at Pointe Aux Trembles will be completed our shooters can begin to do active work. Several of our members are crack shots; whilst



Indian Fly Trap.

(Registered)

IS THE FLY CATCHER FOR
1 9 0 0 .

IT IS pretty. It is clean.

No FEAR of soiling hands or clothes.

IT IS made to hang up or lay down.

IT IS NOT poisonous.

ITS MANUFACTURE is an entirely Canadian industry.

SUPPORT HOME INDUSTRY.

Prices and particulars of the manufacturers.

John Hislop & Co.,

28 Lemoine-St., MONTREAL.



INDIAN CATARRH GURE.

Is The

**Best Selling and
Most Satisfactory**

**Remedy For Catarrh On The
Market.**

IT IS an internal remedy and contains no cocaine or other opiate.

IT IS a purely vegetable compound.

IT IS absolutely harmless and may be given without fear to children.

IT IS palatable.

IT IS known and used throughout the Dominion.

IT IS a Canadian medicine made and sold by a Canadian firm.

John Hislop & Co.,

28 Lemoine St., MONTREAL.



MANHATTAN 10c. CIGARS

And 

COL. OTTER 5c CIGAR

Are the brands connoisseurs ask for.
Save Manhattan bands---they are valuable.

Write Us For Prices On

Imported (Havana, Mexican and Manilla) Cigars, Domestic Cigars and Tobaccos, and Smokers' Sundries.

W. B. REID & Co.,

58 Yonge-St., TORONTO.

amongst the younger men there are many who only require a little coaching to develop into marksmen.

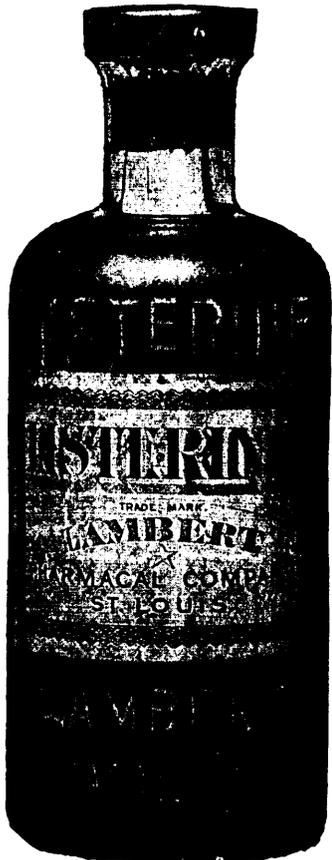
Another recent visitor was T. McMurdo McNeil, of St. Johns, Newfoundland. Mr. McNeil, although quite a young man, is head of the great house of McMurdo & Co., of St. Johns, the oldest and wealthiest concern on the island. While in town Mr. McNeil, who is an ardent athlete, took in the Toronto-Shamrock lacrosse match and enjoyed it very much. Football is his specialty, and he possesses a handsome gold medal which was presented to him for his services as captain of the crack St. John's team for several years. Before returning home, Mr. McNeil was the guest of honor at a little dinner party given by Mr. Arthur Lyman at the Place Viger Hotel.

Corp. G. V. W. Howard, of Aylmer, who was attached to D Battery, second Canadian contingent for active service, has gained a prominent position in the medical corps in South Africa. According to the latest advices Corporal Howard has been advanced to take charge of a hospital at Bloemfontein, which hitherto had been in charge of Dr. Whitten, who was promoted in turn. In the

hospital in the Aylmer soldiers charge were nineteen patients, three of whom were stricken with scarlet fever. In recognition of Corporal Howard's services the surgeons of the British Medical Corps presented him with a valuable pair of field glasses. He has also been promoted in rank to the position of corporal. This young soldier is a son of T. A. Howard, druggist, Aylmer. Before enlisting, the corporal held an important position in a Guelph bank. He is also a competent druggist and took a high standing in his college course, which was of great service to him in his medical work in the field.—*Montreal Herald.*

Indian Catarrh Cure.

Catarrh cures are many now on the market. The most of them contain cocaine, and are as a consequence dangerous to the user, and such as no pharmacist can recommend. "Indian Catarrh Cure" is guaranteed by the maker *absolutely free from opiates of all kinds.* A catarrh cure *that will cure* should find a ready sale in this country. Read the advertisement in another page of the JOURNAL:



TO PHARMACISTS.

We beg to announce that in addition to the 7 oz. and 14 oz. bottles in which Listerine is offered to the trade, we now place upon market a 3 oz. package of

LISTERINE.

An active demand for a smaller package of Listerine evidently exists, especially among the travelling public and the rapidly increasing number of patrons of Listerine who prefer to purchase their favorite antiseptic in the ORIGINAL PACKAGE, under the seal and guarantee of the manufacturer.

We respectfully suggest that you place in stock a sufficient quantity of the small sized Listerine to meet the requirements of your trade, as we guarantee to create and maintain an active and important demand for

LISTERINE IN THE ORIGINAL PACKAGE

Trade supplied by Wholesale Druggists.

W. LLOYD WOOD, Toronto, Gen. Agt.

Yours Respectfully,

LAMBERT PHARMACAL CO.
St. Louis, July, 1900.

TORONTO NEWS.

Holiday taking still prevails, and "Condition of Trade" is now rendered in a minor key. It can be sized up as average. The American visitor is less in evidence this summer, than for some years past, and a few of the down town Pharmacies are sufferers.

"Short handed" is the condition of a majority of business, both wholesale and retail, especially among the former.

Elliot & Co. are short three, Mr. W. E. Elliot, has taken the O. and R. water trip East, doing Montreal, and spending a couple of weeks with friends at St. Agathe, Que.

J. A. McArthur is satisfied with 'across the lake' and is giving St Catherines the preference.

Mr. Wm. Loper is satisfied with Toronto and has taken up his time reviving recollections of younger days, by water trips to different points.

Mr. W. Fowler is back at work again, none the worse for his unfortunate sun stroke last month.

The Lyman Bros. staff is badly depleted. Mr. C. Mc D. Hay, manager, is disporting himself in the cooling shades of Grimsby Park, enjoying lake breezes.

Mr. Noble is down the North shore, to the East.

Mr. F. N. Tyrell addresses his letters from Hotel Randolph, Atlantic City, and is re-invigorating from Sea breezes.

Mr. F. McIntyre can be found at his old home at port Sandfield.

Messrs. F. K. Foley and Fred Winnett are also imbibing ozone in Muskoka wilds.

Mr. O. Flett has returned brown as a berry from maskilonge slaying in Scugog lake.

Messrs. A. Gordon and W. H. Smith, of Mr. Wa.t's staff, chose the upper lakes and the Mackinaw trip.

The "big four" are holding down the job and attending to business, waiting their turn when all the rest are through.

Mr R. J. Lennox the popular city shipper is doing Niagara falls.

Among the Evans & Sons force, Mr. T. Barker renewed old acquaintance and recalled boyish pranks at the homestead in Brighton, Ont.

Mr. W. R. Carmichael, Eastern man, took advantage of his two weeks to "become acquainted with his own children" by resting quietly at home. A privilege travellers so seldom enjoy.

Mr. A. E. Ragg enjoyed the pleasure of getting acquainted with the customers on Mr Carmichael's ground, during the latter's rest.

Mr. J. M. Spencer, of the West, is now away, and Mr. Ragg will repeat his eastern experience over that ground.

Mr. Fred Ruston, of Lyman, Knox & Co., recuperated by a quiet rest in Toronto, taking advantage of the many boat trips offered by our fleet of pleasure steamers.

Mr. Oscar Wenbourne is under canvass, on the "highlands" of Ontario, where the frisky microbe and the industrious bacillus flourish not.

Mr. Banks, of Messrs. Northrop & Lyman, claims distinction as a pioneer, having discovered a new route away from the busy haunts of the summer tourist. "Kawartha lakes" is an unknown quantity to us, and we will await Mr. Bank's report before setting the seal of our approval upon it.

J. T. Hopkins, one of Toronto's pioneer pharmacists is revisiting former scenes, and comparing Toronto of to-day with twenty-five years ago. Mr.

FOOT OF COMMON HOUSE FLY AND GERMS.

THE
FOOT OF
THE FLY
IS
MAGNIFIED
506
TIMES.

FOOT AS TAKEN FROM THE FLY DISEASE GERMS FOOT AFTER BEING CLEANED.



THE
DISEASE
GERMS
ARE
MAGNIFIED
250,000
TIMES.

DISEASE GERMS. DISEASE GERMS.
HOW TANGLEFOOT STICKY FLY PAPER ACTS.

The fly's foot sinks into the sticky material on the sheet of Tanglefoot and the germ it carries goes with the foot. In a short time the sticky material has coated over the entire fly and all the germs on it. Neither the fly, itself or the germ, can ever escape.

NOTE: The disease germs are magnified 250,000 times. If they were magnified only as much as the fly's foot they would hardly be visible on the paper.

Hopkins is now located at Newport, West Virginia, U. S. A., where he says money is more easily acquired, but there are less comforts and pleasures in life and in comparison concedes the odds in favour of Toronto. Mr. Hopkins was the founder of the business, corner King & John, now owned by G. E. Gibbard.

Mr. W. Latimer has disposed of the Neil C Love business, to Mr. J. Rea, of the class of '99-1900. Mr. Rea was recently employed with Mr. Bauld, of Yorkville.

The popular Registrar Treasurer is brown as a berry, and as vigorous as a youth after his sojourn of a month at Port Sydney, Muskoka.

Dean Heebner is at Cecebe, Parry Sound.

Dr. Scott is enjoying his outing in the usual place—his cottage at Windermere.

Mr. Kendall is just home from a month's trip along the "North shore" by way of Buffalo and Cleveland.

A. J. Truss is putting in his holiday at Sparrow lake, Muskoka.

A change in the travelling staff of Messrs. F. Stearns & Co. has taken Mr. T. McTavish out of the City to look after the Company's interest, and Mr. Holden takes his place in the city.

Mr. A. G. Dunlop representing the Coca-Cola Co. has been placing their goods with the city trade. Up to the present, there has been some difficulty in getting their goods through the customs; that difficulty has now been removed. During July the president of the Company spent some days in Toronto, looking over the situation, with the purpose of building a factory, and it is probable that such will be erected during the coming year.

HAMILTON NEWS.

Mr. A Vincent, of James St., is recuperating in Muskoka.

Mr. A. Zimmerman has purchased the business lately managed by Mr. C. Wild on the corner of Cannon St. and East Ave.

Mr. Geo. Park, of Park and Park, is home from his European trip, during which, he took in the Paris Exhibition and the Old Land,

Mr. Otto Palm, recently in business here, is at present travelling for a large Chicago Drug Wholesale firm. His headquarters are Davenport, Iowa.

The Telephone question will be a live one in the near future, present arrangements are no more satisfactory here than in other Cities. Why not

Hamilton and Toronto join in securing some better arrangements.

The veteran pharmacist, Mr. R. Brierly, of King St., is feeling his 85 years of age, and has been considerably under the weather of late. Mr Brierly is one of the oldest members of the craft in Canada, and was among the first members of the Council.

Mr. John A. Clarke, manager of the O. C. Manufacturing Co., has just returned from his first holiday in seven years. He joined Mr. A. B. Petrie and party, of Guelph in a two weeks' residence on one of the Islands in Georgian Bay, near Manitowaning. From appearance, the trip was an enjoyable one.

A number of our City druggists have lent themselves to the disreputable style of advertising which is being practiced in a number of places. A slick talker of a patent nostrum man induces them to give a certificate of excellence to his Compound, of which they know nothing. If one of those druggists can read those ads without a blush of shame, their cheek must be adamantine. A palaver in the most boyish kind of a style, about their capabilities as dispensers of prescriptions and then information that it "Cures so many diseases that a doctor is not required." Just look at this bosh to which one of the City's prominent druggists has allowed his name to be attached. Truly druggists are easy marks.

"Makes Sick People Well. Paines Celery Compound, "makes sick people well." This statement is vouched for by thousands in Canada. No other medicine can so quickly arrest the ravages of disease. Try a bottle; we have the genuine."

Is Your Store Properly Heated?

That's a money question, because you lose money by wasting coal. If you are putting in a new heating plant, it will pay to write the Canada Radiator Co. of Toronto. There is only one perfect radiator made, and that is the one with positive circulation. In an actual test made in Toronto before experts, two radiators of eight loops each were attached to the same boiler and on the same system of pipes. One was a *Canada*, the other was by a leading manufacturer of the Dominion. In a specified limit of time the Canada was radiating heat from *every loop*, while only three loops of the other were radiating heat. The proof of the pudding is in eating. Don't allow a steamfitter to attach a radiator until you have looked into the merits of the Canada. See the ad. in the JOURNAL, and write for catalogue.

BRITISH NEWS.

The firm of G. B. Kent & Sons, brushmakers, of London, is to be converted into a limited liability company.

A death from eating liquorice root is reported from London. A boy of nine years ate some stale root which had ulcerated the stomach and penetrated the intestines, causing peritonitis and death.

The Federated Grocers's Association meeting at Bristol decided to ask all prominent manufacturers to co-operate with them in devising means whereby they could be assured of a minimum profit of 15% on proprietary goods.

Irish pharmacists intend inviting the British Pharm. Conference to meet in Dublin in 1901. The meeting was held in Belfast two years ago, and is to be held in London this year. Subscriptions are being solicited from pharmacists south of the Boyne only.

Sixteen London firms have agreed to contribute five guineas each for three years towards the support of the research scheme proposed by Mr. Holmes, president of the British Pharmaceutical Conference. The object of the work is the elucidation of problems connected with the Pharmacopœia.

A grocer, of Liverpool, was fined for selling Margarine containing 0.73 of Borates, equal to 57 grains to the pound. The case was appealed to the recorder who after hearing a large number of experts, dismissed the appeal, holding that Boric acid is not necessary for the production or preparation of the article for commercial purposes.

A company which had acquired all the rights of sole agency for Schering's made application to have the word Formalin trademarked in Great Britain. Mr. Justice Farwell in the Chancery Court held "that there had not as a fact even been acquired in England any such association of the name 'Formalin' with the manufacture of the German company or of Schering as would entitle either of them to say that it denoted their manufacture and nothing else." Application failed.

A dealer at Southwark, Eng., has recovered, before a judge and jury, the sum of £46 14s. amount of fine and costs imposed, from a wholesale house which sold him a mixture called camphorated oil, and which on examination proved not to be of B. P. strength and preparation. A feature of the defense set up was that while chemists and druggists were bound by the B. P. standard, other dealers were not, and could place on the market any compound and call it "Camphorated oil." The judge declined to accept this. Verdict accordingly.

The court of appeals in England has just rendered

a decision on the case of Hovenden & Sons vs. Milhoff. The court reverses the judgment of the trial judge. Messrs Milhoff, cigarette makers, had at various times paid £700 as tips to Hovenden's buyer. Hovenden claimed they had been overcharged to that amount on goods purchased, and sued for it. The trial judge disallowed their claim, and now the court of appeal reverses that and allows it, holding that it was a bribe to a confidential agent, given for the purpose of influencing him, and as such recoverable.

AMERICAN NEWS.

The *Bulletin of Pharmacy* reports one lady dead and another dangerously ill from using acetanilide headache powders.

Chas. H. Lowall has been elected instructor in pharmacy at the Philadelphia College of Pharmacy in succession to Prof. Frank Ryan, resigned.

Talking of soda water, one N. Y. firm, Reid, Yeomans & Cubitt, use from 60 to 100 baskets of strawberry daily in the preparation of one of their soda specialities.

The soda apparatus works of R. M. Green & Sons, Philadelphia, were destroyed by fire on June 26th. The damages were estimated at \$150,000. The firm expects shortly to be in a position to again fill all orders promptly.

Slot directories have been in use for New York pharmacies and appear to have given satisfaction. The Chicago Directory Co. has decided to adopt the same scheme and are supplying the Chicago druggists with the machine.

It turns out that the "Deputy Inspector," who gave New York pharmacists such a bad scare regarding the making of soda water with compound gas, is a fraud, as the department knows nothing about him, nor do they interpret the amendment to the penal code as applying in the case.

J. R. Peacock, formerly assistant to the late Prof. Trimble of the Philadelphia College, and a leading pharmacist of Philadelphia, was recently married to Miss Bertha DeGraffe, an alumna of the college, who graduated in '95 with an honorable mention for special research work in analytical chemistry.

Fred Stearns & Co., recently celebrated the 55th anniversary of the foundation of the house by calling in all the travellers and giving them a good time. Dinners, drives and other entertainments were furnished by the house. Before separating, the travellers made presentations to Mr. Gray, the manager of the travelling staff, and to Mr. Forbes.

New York State Pharmaceutical Association on June 29th conducted a most successful four days

meeting at Newburg, N.Y. The attendance was larger than anticipated, and the interest was maintained throughout. The fact that the Association met for the first time since the new All State Pharmacy Act came into force, no doubt aided in securing a large attendance. The association placed itself on record as requiring a college graduation from some reputable college of pharmacy as a pre-requisite to examination by the pharmacy board. This is to come into force in 1903.

Under the new pharmacy law of New York State, which comes into force shortly, the association has elected the following as the State Board of Pharmacy: The Eastern Section of the State will be represented by Dr. G. C. Diekman, Clarence O. Bigelow, Sidney Faber, New York; W. Muir, Dr. A. A. Brundage, Brooklyn. The Middle Branch is composed of J. C. Smith, Plattsburgh; Warren L. Bradt, Albany; G. H. Merritt, Newburgh; C. B. Sears, Auburn; R. M. Hyde, Rochester. The Western Branch is composed of Dr. W. G. Gregory, R. K. Smither, G. Reiman, Buffalo; E. M. Jewell, Batavia; A. M. Palmer, Olean. The Middle Branch is conspicuous in that not one of the members of the Board under the old law was elected. The services of such veterans as Dr. Husted and Secretary Dawson will be greatly missed when the law comes into force.

FOREIGN NEWS.

Prof. Bourguelot has been elected to succeed the late Prof. Planchon as general secretary of the Paris Société de Pharmacie.

M. Petit has been elected President of the International Congress of Medicine and Pharmacy to succeed the late Professor Planchon.

Dr. E. A. Merck, of Darmstadt, was elected President of the Deutschen Chemiker Verein for 1901-3, at the meeting held at Honover on June 7.

June 19th was the centenary of vaccination in France. The inoculation took place at Boulogne-sur-mer. It was an Englishman, Dr. Woodville, who performed the operation.

Dr. Yerson has been awarded the Andiffret prize of 15,000 f. (\$3,000) for his discovery of the anti-bubonic serum. This prize is bestowed by the Academy of Moral and Political Science for the greatest devotion to scientific discovery.

The annual meeting of Bulgarian pharmacists takes place in Plevna on August 28, when the following subjects will be considered:

The formation of a central society.

The limitation of pharmacies to one in 6000 inhabitants.

Closing up unlawful pharmacies.

Expropriation of pharmacies belonging to foreigners.

Limiting the importation of specialties and mineral waters.

Prevention of grocers from selling patent medicines.

Delegates from all Swiss cantons met in convention at Zurich, and drafted a bill regulating patent medicine advertising. The following are its principal provisions.

Each Canton Sanitary Council to decide what is a specialty or patent medicine.

Sale and advertisement of such to be permitted by council authority, such authority to be withheld

If the article is dangerous to public health;

If its composition is nonsensical;

If the advertisement or label shows it to be a swindle.

If the illness require medical attendance;

If the price is more than the value, samples can be demanded for analysis; the formula must be furnished. Permission to sell must not be used as an advertisement.

Annual Meeting of the Canadian P. A. T. A.

The annual meeting of the above association, was held in the Queens Hotel, Toronto, on Wednesday and Thursday July 24th and 25th. A fair attendance of members was present, including representatives of several American firms.

The meeting proved to be quiet and uneventful as little business outside of routine presented itself.

The officers for the coming year are: Hon. Geo. T. Fulford, Honorary president; J. A. McKee, president; Henry Miles, Vice president; L. S. Levee, Secretary Treasurer. Board of Control: G. C. Hawkins, E. H. Wooley, S. G. Detchon.

The only matter which received the earnest attention of the association, was the German bill, No. 254, introduced at the last session of the Ontario Legislation. This bill proposes a license of \$1,000 a year for every patent medicine advertised, or offered for sale. It also call for the formulae to be printed on the label.

Arrangements were made for a vigorous campaign against this bill. The influence of the Newspapers and Druggists are to be enlisted as it is a blow at both. In fact it would close every drug store in Ontario. There is little probability of the bill passing in present form.

A poor woman was talking to the district visitor about her various ailments, and how the doctor had prescribed for her "sluggish Liver." What beats me, she remarked, is how them slugs gets into the liver.

OBITUARY.

DANIEL JOHN LEECH, M. D.

Dr. Leech, a distinguished member of the British Medical Council and one of the founders of the science of pharmacology, died at his residence, Elm House, Manchester, on July 2, aged 61. His death leaves a great blank in the ranks of distinguished English physicians, and is of interest to pharmacists, as he was the chairman of the Pharmacopœia Committee of the General Medical Council, and as such had a prominent part in the preparation and publication of the '98 Pharmacopœia. His death was due to cancer of the stomach.

Prof. Leech was born in Urmston in 1840, and commenced his studies in Owens College in 1854, with which institution he was connected since 1876 as lecturer on materia medica and therapeutics. He was an honorary member of the British Pharmaceutical Society.

Josiah Allen's Wife Goes a-Visitin.

"Josiah Allen's Wife" has sharpened up her pen again, and with her patient, amiable, unobtrusive husband "goes a-visitin" for The Ladies' Home Journal. Every one, knowing that Josiah's wife is "obsarvant" and "critikal," can anticipate that in laying bare the shortcomings and mistakes of those she visits she will have abundant opportunity for the exercise of her quaint humor and homely philosophy. In the course of her "visitin" she finds many things to set right, and there is a definite purpose underlying all her sketches. "Josiah and I Go a-Visitin" is perhaps the best series that Mrs. Holly has ever written—superior even to her description of the Centennial which established her reputation as a humorist-philosopher of the first order. The first sketch of this new series was published in the August Journal.

Spices as a Specialty.

To reap the benefit that somebody should secure on account of the notorious adulteration of spices by the average spice dealer whose wares usually come to sale through grocers and general stores, it would seem that a special effort in the way of window display and counter advertising of this line by druggists would be effective.

In their advertisement in this issue, Messrs. Elliot & Co. draw attention to this opportunity in connection with their ability to supply spices of guaranteed quality, direct from their own mills. This firm's untarnished reputation is sufficient ground to build your claims on, if you handle their products.

WANTS, FOR SALE, Etc.,

Have you seen our WALLACEBURG OVALS, the finest prescription bottle in the market to-day. If you do not believe it give us a trial order and be convinced.

The SYDENHAM GLASS CO.,
of Wallaceburg, Limited.

FOR SALE.—An old established business on a main street of Toronto. Steady business; good paying; Good reasons for selling and all information. Address Box 20, Can. Pharm. Jour.

FOR SALE.—At a bargain. One 10 ft. Nickel Show Case, oval front, in good condition. Also one Drug Counter, 16 ft. long, body of chestnut and cherry, walnut top, best workmanship.
Box 10, Can. Pharm. Jour.

Graduate of Ontario College of Pharmncy with 15 years' experience both as clerk and proprietor of city drug stores and on the road, desires permanent position or will relieve during the summer months. Address: Druggist, 25 Givens Street, TORONTO.

WANTED.—Situation as manager or assistant by Graduate O.C.P., long experience in city or country, would take relief work. Good references.

Address, Box K.,
287 King-St. W. Can. Pharm. Journal.

TO RENT.—A Drug Store in Orangeville, first class position, plate glass, elaborately finished, can live upstairs. Rent nominal to good man.
Box 12, Can. Pharm. Jour.

FOR SALE—Drug and Stationery business in Western Ontario. Stock light, best store in town, first-class opening. Very best of reasons for selling.

Address, "EUTHYMOL"
Care of Can. Pharm Jour.
Toronto.

FOR SALE—2x8 ft. oak front cases, nickel.
1x10 " " " " "
1x3 " " " " "
1x7 " " " " "

F. B. MITCHELL, Oshawa.

FOR SALE—Two show cases and counters (4 and 6 ft.); one upright show case. All made of oak and double diamond glass, nearly new.

Address, Box 106, GUELPH.

FOR SALE—A No. 3 Kodak, with roll. takes pictures $3\frac{1}{4} \times 4\frac{1}{4}$. in good order. Only reason for selling, I want to buy a larger instrument. What am I offered? KODAK. Box 683, Montreal.

DRUG CLERK WANTED—Immediately, to assist to take charge of a business with view of purchasing, must be well recommended. Send testimonials, &c. and photo to

P O Box 433, Brockville.

PRICE LIST
OF
GRANULAR
Effervescent Salts
AND
Pharmaceutical
Specialties.

THE **Toronto Drug Co** LIMITED.

25 Melinda Street - - TORONTO.

MAIL ORDERS RECEIVE PROMPT ATTENTION.

GRANULAR EFFERVESCENT SALTS.

Put up in Glass Stopped Bottles
Holding 4 oz. of Salts.

Discount 15 per cent. to trade.

	Per Doz.
Alkaline Lithia - -	\$8 00
Each teaspoonful contains Caffeine, grs. 1; Soda Bicarb., grs. 10; Potass. Bicarb., grs. 10; Lithia Carbonate, grs. 5.	
Bromo Saline - -	\$5 00
Each teaspoonful contains Caffeine Hydrobromate, grs. 1; Soda Bromide, grs. 15.	
Caffeine and Potassium Bromide - -	\$5 00
Each teaspoonful contains Caffeine, grs. 1; Potass. Bromide, grs. 5.	
Citrate of Magnesia - -	\$2 00
Each teaspoonful contains Magnesium Citrate, grs. 24.	
Laxative Lithia ^{Not} _{Effervescent} - -	\$12 00
Each teaspoonful contains Lithia Carbonate, grs. 5; Magnesium Sulphate, grs. 10; Soda Phosphate, grs. 10; Potass. Bicarbonate, grs. 10; Soda Salicylas, grs. 10.	
Lithia Citras B. P. - -	\$5 00
Each teaspoonful contains Lithia Citrate, grs. 2½.	
Lithia Citras and Soda Salicylas - -	\$8 00
Each teaspoonful contains Lithia Citras, grs. 5; Soda Salicylas, grs. 10.	
Magnesia Sulphate B. P. - -	\$3 00
Each teaspoonful contains Magnesia Sulphate grs. 30.	
Saline Laxative - -	\$3 00
Each teaspoonful contains Magnesia Sulphate, grs. 5; Sodium Phosphate, grs. 5.	
Sodium Phosphate B. P. - -	\$2 25
Each teaspoonful contains Sodium Phosphate, grs. 30.	
Sodium Salicylate - -	\$5 00
Each teaspoonful contains Sodium Salicylate, grs. 15.	
Sodium Sulphate B. P. - -	\$3 00
Each teaspoonful contains Sodium Sulphate, grs. 30.	
Seidlitz Mixture - -	\$2 00
Rochelle Salts - -	\$2 00
Each teaspoonful contains Rochelle Salts, grs. 30.	

 Your Jobber can supply these goods at the discounts specified.

Granular Effervescent Mineral Water Salts

Put up in 8 oz. Glass Stopped Bottles
Holding 4 oz. of Salts.

Discount 15 per cent. to trade.

			Per Doz.
Bethesda Salt	-	-	\$4 00
<i>Each teaspoonful contains the equivalent of one pint of the natural water. Indicated in the treatment of diseases of the kidneys.</i>			
Carlsbad Salt	-	-	\$4 00
<i>Each teaspoonful contains the equivalent of one pint of the natural water. Indicated in Constipation, Hepatic Troubles, Gout, Rheumatism and Diabetes.</i>			
Kissingen Salt	-	-	\$5 00
<i>Each teaspoonful contains the equivalent of one pint of the natural water. Indicated in Indigestion, Hepatic Troubles, morbid condition of the Kidneys, Obesity, and gives a general tone to the organs.</i>			
Friedrichshall Salt	-	-	\$4 00
<i>Each teaspoonful contains the equivalent of one pint of the natural water. Indicated in diseases of the Stomach, Liver and Urinary Organs.</i>			
Vichy Salt	-	-	\$4 00
<i>Each teaspoonful contains the equivalent of one pint of the natural water. Indicated in Kidney Diseases, Diabetes, Gout and Hepatic Derangements.</i>			
Obesity Salt	-	-	\$12 00
<i>The remedy par excellence for reducing the weight and abdominal enlargement without disarranging the system.</i>			

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Pharmaceutical Specialties.

Discount 20 per cent. to trade.

		Per Pound	Per Winch.
Fluid Cascara Aromatic	-	\$1 00	\$4 00
<i>A full strength fluid extract of Cascara Sagrada exceedingly palatable and very active, made from prime three-year-old bark.</i>			
Aromatic Laxative Compound	-	\$ 60	\$2 50
<i>Designed to supply the Compound Licorice Powder of the B. P. in a liquid form without the sulphur.</i>			
Cascara Sagrada Extra Potent	-	\$1 00	\$4 00
<i>A double strength Fluid Extract designed to supply the requirements of Physicians, who do not favor the Aromatic Cascara. This preparation is not so bitter as to render it unpalatable.</i>			
Elixir Lactated Pepsin	-	\$ 70	\$3 00
<i>An exceedingly palatable preparation, containing the active ferments, Pepsin, Pancreatin, Maltose and Diastase, combined with Lactic and Hydrochloric acids in a pleasant aromatic vehicle.</i>			

☞ Your Jobber can supply these goods at the discounts specified.

Pharmaceutical Specialties.--Cont'd.

	Per Pound	Per Winch
<i>Elixir Lactated Pepsin with Iron, Quinine and Strychnine.</i>	\$ 70	\$3 00
Each fluid ounce contains Lactated Pepsin, grs. 80; Quinine Phosphate, grs. 4; Iron Phosphate, grs. 8; Strychnine Phosphate, grs. ¼, combined in a pleasant aromatic vehicle.		
<i>Essence of Pepsin</i>	\$1 00	\$4 00
An artificial Gastric Juice, containing the digestive principles usually found in the healthy stomach. In addition to this it possesses the property of curdling milk and is therefore useful in the preparation of Curds and Junkets.		
<i>Elixir Lactated Pepsin and Bismuth</i>	\$1 00	\$4 00
Each fluid ounce contains Lactated Pepsin, grs. 80; Bismuth and Ammonium citrate, grs. 8, in a pleasant aromatic vehicle.		
<i>Menthymol Antiseptic</i>	\$ 50	\$1 50
Each fluid ounce contains Benzo-Boric acid, grs. 8, ol. Eucalyptus; ol. Gaultherio, aa min. ¼; Menthol, Thymol, aa grs. 1, ol. Thyme, min. 5-16; Formaldehyde, min. ½, as an intestinal antiseptic it will be found very valuable.		
<i>San Repens</i>	\$1 00	\$4 00
Contains the soluble constituents of Saw Palmetto Berries, Santal Wood and Couch Grass. Indicated in Cystitis, Irritable Bladder, Enlarged Prostate, Incontinence, Testalgia and all affections of the Genito-Urinary tract.		
<i>Wine of Cod Liver Oil with Iron and Strychnine</i>	\$ 70	\$3 00
Each fluid ounce contains the active principles of half an ounce of Pure Cod Liver Oil, Tincture of Iron Chloride min. 8, Strychnine, grs. 1-15.		
<i>Wine of Cod Liver Oil with Iron and Creasote</i>	\$ 70	\$3 00
Each fluid ounce contains the active principles of half an ounce of Pure Cod Liver Oil combined with Peptonate of Iron and Creasote.		
<i>Elixir Gentian and Iron Chloride</i>	\$ 60	\$2 75
Each fluid ounce contains Gentian Root, 40 grs.; Tr. Ferri Perchloride min. 40, combined with aromatics.		
<i>Syrup Iron Chloride (non-corrosive)</i>	\$ 60	\$2 50
Each fluid ounce contains 40 minims of the official Tincture. The value of Tincture of Iron needs no mention at our hands, but owing to the corrosive action on the teeth and the disagreeable taste, it is often objected to by patients. Syrup Iron Chloride is non-corrosive and extremely palatable and will be well borne by the most sensitive stomach.		
<i>Vitalic Hypophosphites</i>	\$ 50	\$2 00
Each fluid ounce contains the Hypophosphites of Lime grs. 4, Potash grs. 3, Iron grs. 3, Manganese grs. 2½, Quinine grs. 2, Strychnine grs. ¼. This syrup remains permanently clear and its value is apparent from the above formula.		
<i>Creta-peptine, in one ounce Phials</i>	75c.	per oz.
This preparation is a mixture of Pure Pepsin, Pancreatin, Maltose Diastase, Creta Preparata and Bismuth, and is especially designed to meet the requirements of the busy practitioner as a ready to hand Remedy for Diarrhoea, Dysentery, etc. Its action is safe, certain and reliable. A trial will convince you that it has no equal. It acts like magic on children.		

 Your Jobber can supply any of these goods at the discounts specified.



FOUR POINTS ENLARGED.

Warehouse and Silent Drummer
List.

Increased Staff.

Increased Stock.

Increased Business.

Since May we have made big improvements in all ways of our business and we are now ready for fall trade as most of our stock is in.

Write for our combined Silent Drummer list---July, August and September.

STEELE & HONEYSETT,

TORONTO.



**JUST BEING MARKED OFF
THIS WEEK.**

All B.B.B. brands Of Pipes, Etc.

All G.B.D. Pipes, Etc.

Latest Styles Of Canes.

- Also Received -

10 Cases Imported Cigars This Month

AT RIGHT PRICES.

Large Assortment S. & H. Pipes and

All Styles Cigarette and Cigar Cases.

**STEELE & HONEYSETT,
TORONTO.**



Johnson's

Belladonna Plaster

Prepared by

Johnson & Johnson,

NEW YORK.



conforms strictly to the Pharmacopea in strength and kind of drug used.

BELLADONNA PLASTER.—JOHNSON & JOHNSON'S FORMULA.

Belladonna gathered in proper time and season extracted with alcoholic menstruum so as to retain all soluble constituents of the drug by macero-percolation, reduced in vacuo to a semi-solid extract. Incorporated by mixing cold with plaster mass. See U. S. D., page 491.

Johnson's Belladonna Plaster Contains all the Soluble Constituents of Belladonna in Absorbable Form.

"After a careful test of *Johnson's Belladonna Plasters* in the Philadelphia Hospital for Skin Diseases, I find an *increased action and more immediate effect.*—
JNO. V. SHOEMAKER, M.D.

"*Johnson's Belladonna Plaster has met with approval.* An improvement has been made in the addition of Boracic Acid to the plaster base with a view of opening the skin pores and enabling the drug to be absorbed."—*British Medical Journal.*

"I am greatly pleased with *Johnson's Belladonna Plaster.* I find it gives *quicker and better effect than any other* I have hitherto used."—DR. D. H. AGNEW, University of Penna.

The essential feature of *Johnson's Belladonna Plaster* is the use of an absorption promoting base that frees the pores from fatty matter, thus insuring reliable and increased action of the drug.

New York Pharmacal Association's Preparations.

LACTOPEPTINE POWDER (ounce bottles.)
" " (½ lb bottles.)
" TABLETS.

LACTOPEPTINE ELIXIR. Plain.
" " Iron, Quinia and Strychnia.
" " Bismuth.
" " Gentian and Chloride of Iron

Arlington Chemical Company's Preparations.

Beef Peptonoids (Powder.) Liquid Peptonoids. Peptonoids, Iron and Wine.
Liquid Peptonoids with Coca. Liquid Peptonoids with Creosote.
Phosphagon.

Palisade Manufacturing Co's Preparations.

Borolyptol. Velvet Skin Soap.
Kola-Cardinette. Velvet Skin Powder.
Hemaboloids.

R. L. GIBSON, General Agent.

88 WELLINGTON St., West.

TORONTO.

Lyman's Lightning Fly Paper Poison.

SEASON 1900.



Best
Fighter,

Kills all
Rivals,

Best
Seller,

Kills all
Flies,

Best
Killer,

Kills all
Prices,



6 papers
in a
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retails
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3 papers
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Ask For LYMAN'S. Take no Other.

THE LYMAN BROS & CO. LIMITED

Wholesale Druggists,

TORONTO.