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Vol. VIII

TORONTO, CANADA, DECEMBER, 1896.

No. 12.

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INSTRUMENT MANUFACTORY**

POWELL & BARSTOW

Late W. Hurlstone & Co. Established 1830.

Makers on the premises of

**SURGICAL INSTRUMENTS
ELASTIC STOCKINGS
TRUSSES
SURGICAL APPLIANCES**

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Braided Speaking Tubing
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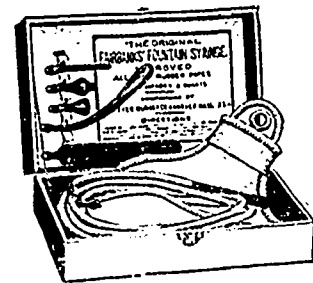
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Under our trade mark "TYRIAN" we manufacture a full line of Druggists' rubber goods. Write for catalogue.

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1896.

1897.

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AS a result of the recent elections in the United States, we look for a decided revival of trade there, which should be followed by improvement in Canada, and by advances in the present low prices of nearly all our staple goods. These prices are still in buyer's favor, and it is a good time to buy supplies for Winter, and even Spring, requirements.

Shipments of Sundries are still arriving, and our stock is now very complete.

We should be glad to see our customers at our warehouse and showrooms, where we have many bargains in job lots which can only be shown there.

Our travelling representatives will this month show full lines suitable for Christmas and Holiday trade. Wait for them!

J. WINER & CO., = Hamilton.

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FREEZABLE GOODS

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- Cream, Gouard's Oriental
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Will henceforth only be conducted for advanced courses
in Optics and for private students desiring to proceed
into advanced work.

Practical work on private patients in my private
offices will be a special feature of this course; and each
class will be limited to three students, so that abundant
time may be devoted to each. Fee \$50.00 in advance.

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"All work and no play makes Jack a dull boy," so

**DRUGGISTS
BEWARE!**



While we are quite ready to admit that . . .

YOUR TIME IS SHORT

for pleasure and recreation, yet if you are wise—and
we know you are—you can increase it, and with profit;
and if you will only spare us a few moments we will
show you how a Camera will do all this!

Fred. A. Mulholland & Co.

ALL THE BEST MAKES
IN STOCK

159 Bay Street, Toronto.

Canadian Druggist

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

Vol. VIII.

TORONTO, DECEMBER, 1896.

No. 12

"APENTA" THE BEST NATURAL APERIENT WATER.

Bottled at the **UJ HUNYADI**
SPRINGS, Buda Pest, Hungary.

*Under the absolute control of the Royal
Hungarian Chemical Institute (Ministry of
Agriculture), Buda Pest.*

"APENTA" THE BEST NATURAL APERIENT WATER.

"We know of no stronger or more
favourably-constituted Natural Aperient
Water than that yielded by the Uj Hunyadi
Springs."

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*Royal Councillor, M.D., Professor of Chemistry,
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Chemical Institute (Ministry of Agriculture),
Buda Pest.*

"APENTA" THE BEST NATURAL APERIENT WATER.

By instructions from the Apollinaris Company,
Limited, now offered to the Trade at

\$5.50 per case of 25 large glass bottles.
\$8.00 " 50 small " "
\$8.00 " 100 glass quarter "

SHOULD THE PRICE OF

"APENTA"

be reduced, we guarantee to allow such reduction
to our Buyers on their unsold stock, and as far as
possible to secure a corresponding reduction to
Retailers upon their unsold stock.

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WILLIAM J. DYAS, PUBLISHER.

Subscription \$1 per year in advance.

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the 15th of each
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New advertisements or changes to be addressed

Canadian Druggist,

11 1/2 RICHMOND ST. WEST,
TORONTO, ONT.

EUROPEAN AGENCIES:

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

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Greeting.

The CANADIAN DRUGGIST wishes all
its readers a Merry Christmas and Happy
New Year. May 1897 bring to the drug-
gists of Canada peace and plenty, and
may the close of it find them cemented
in the brotherhood of good will towards
each other and the rest of mankind is our
parting wish for 1896.

The Best Recipe Book.

There are few druggists who do not
make constant use of some favorite recipe
book, and but few who use the best ones
as they should.

The official pharmacopœia contains
not only the best formulas for preparations,
but also a complete description of their
characteristics, properties, and doses.

The druggist who wants to establish a
trade in reliable remedies cannot do better
than adopt such of these as will suit his
purpose. In labelling each preparation
the pharmacopœial description of its pro-
perties and uses could be given, and the
statement be made that the compound
was prepared strictly according to the in-
structions of the pharmacopœia. Such a
statement would provide all the argument
needed by the druggist to push the sale,
and would remove any sense of diffidence
on his part in recommending a prepara-
tion which he had made.

If the druggists of Canada would agree
as a body to discourage the sale of any
preparation which could not be pharma-
copœially designated, such a difficulty as
now prevails with cut prices on secret
remedies would soon have an end, and the
science of pharmacy would be more gen-
erally recognized and respected. There
is not the slightest doubt but the marked
tendency of the time, in medicine and
pharmacy, to encourage empiricism, has
a lowering influence upon both, and that
both will suffer from it unless a healthy
reformation speedily takes place in their
judgment and methods of prescribing and

compounding. Personally, but few doctors or druggists would be willing to be designated as they deserve, yet they thoughtlessly imitate and practise the methods and habits of conduct which they condemn in others. The pharmacopœia does not savor of empiricism, a thorough knowledge of it inspires confidence and ensures that deference from the public which is always paid to authoritative experience and skill. So widely is its merit recognized, the principal nations of the earth have sought by conference to harmonize such variations as their standard showed. Through it and it alone the physician and pharmacist are brought together to mitigate the sufferings of humanity. Any departure from it causes confusion. It is definite, trustworthy, and complete. A careful study of it from this standpoint may secure for it a use which will make it even more generally useful than it has yet been. Read it carefully.

Little Pointers to Win By.

If you are a druggist of limited experience and have an earnest desire to succeed, study well the following :

Understand your business thoroughly from a scientific standpoint.

Observe closely the habits and business conduct of men in other pursuits who are succeeding, and profit by the knowledge you gain.

Have everything about your business as neat and tidy as possible.

Get your customers to understand that nothing you keep in stock can be too good to supply the wants of the sick and suffering.

Pay close personal attention to every detail of your business, and when possible, speak to every customer, even though you may not be personally attending to their wants.

Never show temper in your establishment, or permit it to be shown by any of your employees.

Do not govern your employees by harshness, treat them civilly, win their respect, encourage them to take a personal interest in your business. Show your customers that you have confidence in them and they are sure to.

Be punctual in all your business engagements and rigidly fulfil all promises made ; enjoy the reputation of being always as good as your word.

Recollect that your business is a serious

one, and allow no unbecoming levity to lower its dignity.

Under no circumstances encourage loafing in your store or permit the privacy of your dispensing department to be invaded.

If you live behind your store, and any of the ladies of your household should come into your dispensary while customers are waiting, be sure to caution privacy and silence on their part.

Remember that ladies are sure to be your best customer, if you can win them, and recollect that their sensitiveness or suspicion should not be wounded or aroused by any remark to your employees which they may not distinctly hear, as they are apt to suspect personal reflections.

Under no circumstances should a titter or a laugh be indulged in behind the dispensing counter while ladies are waiting in front.

Be extremely careful of your reputation and habits ; remember you are apt to be judged by the company you keep.

Avoid personal or home extravagance ; your business is one which can rarely afford it.

Keep your prices moderate, but be as ready to defend them as the quality of goods you supply.

Avoid assuming positions of public trust unless you are endowed with the unusual faculty of being able to do more than one thing well at the same time.

Never go upon a bond for an amount greater than the cash value of your assets ; it is usually good business policy to refuse signing any bonds which you are not obliged to.

Be sober, be earnest, be active, be honest and attend to the above pointers, and you are sure to win success.

Editorial Notes.

Mr. Geo. S. Davis, general manager of the house of Parke, Davis & Co., Detroit, Mich., has retired from his position, and is about to leave for California for a holiday. He is succeeded in the management by Mr. William M. Warren.

The Universal Trade Association, with headquarters in Detroit, Mich., is being vigorously denounced by many leading pharmacists and the pharmaceutical press. The association was formed ostensibly for the purpose of regulating the prices of proprietary medicines. At the annual meeting held

recently, J. N. Hayes was re-elected chief organizer, through holding a preponderance of stock. It is estimated that over 3,000 pharmacists joined the association, but the members have been unable to get particulars as to what has been done with the money.

It is a lesson which cannot be too strongly impressed on persons who rely on the *personnel* of any management, to see that the books are at all times open for the inspection of investors, not of a board alone, but of all members, and that no money is being needlessly or carelessly expended.

Notwithstanding the fact that the Centaur Company, of New York, have obtained an injunction against Heinnsfurter & Daggett, of Fargo, N.D., to restrain them from using the word Castoria, *The Era* informs us that the latter firm are making arrangements to form a joint stock company, capitalized at \$50,000, to go on with the business, on the assumption that the word Castoria is not a trade-mark, but merely the name of a recognized article of commerce.

It has been suggested to establish inter-Australian pharmaceutical reciprocity. It is claimed that the only obstacle is the want of a common intercolonial examination. It is proposed that a Board of Examiners be appointed, consisting of a representative from each of the Australasian Colonies, that a common examination be agreed upon, and that the examinations be held at the same time in the respective Colonies. The suggestion is looked upon as a practicable one. Although there are difficulties in the way of such reciprocity between the several provinces of Canada, principally that of the French language in Quebec, still we believe a feasible scheme might be adopted and one which would be acceptable to all parties concerned.

According to the *Chemist and Druggist* the matter of regulating the prices of specialties is a problem for French pharmacists as well as ourselves. It says :

The Speciality Question in France remains dormant for the moment. It will be remembered that there is a strong feeling, principally in the provinces, in favor of the total suppression of the sale of specialties by pharmacists. The majority of French pharmacists, however, are against such a radical measure, but agree that prohibition of sale at discount is necessary. The difficulty to be overcome is that the law in France looks upon trade combinations for maintaining artificial prices of products as illegal. M.

Protonuclein..

Tablets. (100 3-grain Tablets in bottle) per doz. \$ 9.00
 " (1000 3-grain Tablets in bottle) . each 6 75
 Powder. (1 oz. bottles) per doz. 5.00
 " (8 oz. in bottle) each 5.50

REED & CARNRICK,
 30 Wellington St. East, TORONTO.

Duncan, Flockhart & Co.'s

Blaud Pill Capsules

Are soft and flexible Never become oxidized
 Never become hard Never vary in strength

These Capsules are put up in 1, 2, and 3-pill sizes, with or without Arsenic, and can be supplied in boxes of 25 or 100 (each). They are prepared by a unique and original process, which entirely overcomes the tendency to **hardening** which is so common in the **Blaud Pills**.

R. L. GIBSON,
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Genuine Antikamnia Preparations

ANTI-KAMNIA POWDERED.

- ANTI-KAMNIA TABLETS, (1 gr., 2 gr., 3 gr., 5 gr. or 10 gr. each.)
- ANTI-KAMNIA and CODEINE TABLETS, (2½ gr. Antikamnia, 1 gr. Sulph. Codeine.)
- ANTI-KAMNIA and QUININE TABLETS, (2½ gr. Antikamnia, 2½ gr. Sulph. Quinine.)
- ANTI-KAMNIA and SALOL TABLETS, (2½ gr. Antikamnia, 2½ gr. Salol.)
- ANTI-KAMNIA, QUININE and SALOL TABLETS, (2 gr. Antikamnia, 2 gr. Sulph. Quinine, 1 gr. Salol.)



Without above Monograms None are Genuine.

These preparations are made solely by us and are put up in 1-oz. packages only.

NEVER IN BULK.

Trade supplied by all jobbing houses in the United States, Canada, Mexico, South and Central America.

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The Antikamnia Chemical Company,

Price List on Application.

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Elliot's

VELVET VIOLET SCENTED TALCUM

Unsurpassed for Nursery and Toilet

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- JERSEY CREAM SOAP (J. B. Williams Co.)
- A thermometer (12 x 14) free with each doz.



**Ideal
 Drinking
 Cup** for Invalids

\$2.00 per doz.

An excellent thing.



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Yours faithfully,

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find

Wall Paper

a profitable stock to carry.



Many Druggists

say that our goods are the MOST SALEABLE and PROFITABLE.



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JUST PLAIN TOBACCO OF THE HIGHEST GRADE

FLAVOR AND FRAGRANCE UNEQUALLED

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Cigars and Cigarettes

GIVE BEST OF SATISFACTION AND WILL INCREASE YOUR SALES.

We Sell to most Druggists
But we are anxious to Sell to you

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Cigars and Cigarettes 5 cents

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We truly believe no line of odors made in this country has become more popular than ours have, and no department of our business has increased more rapidly than that of Perfumery. We know this increase is due entirely to the fact that while our prices may be higher than some others our quality is of one standard—the BEST, and that only.

Fine Perfumes must possess three distinguishing characteristics:

- 1st.—Fragrance in abundance without being loud.
- 2nd.—Delicacy with sweetness and freedom from sharpness.
- 3rd.—Permanency and lasting qualities.

Our odors possess all of the above good points, and retain their fragrance and delicacy indefinitely.



SPECIAL ODORS



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REGULAR ODORS

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MANUFACTURING PHARMACISTS

DETROIT, Mich.
LONDON, Eng.
NEW YORK CITY.

WINDSOR, Ont.

Renault, professor at the Paris Faculty of Law, has advised the manufacturers of specialties that this prohibits an arrangement between them and the pharmacists, while another legal authority, M. Beland, considers that, by a simple exchange of letters, the pharmacist might engage himself to sell at marked prices only and undertake to pay a penalty for each infraction of the engagement proved against him, the manufacturer otherwise declining to supply his goods. Even if this could be carried out, which is somewhat problematical, the impediment to business would be great, as each manufacturer would have to sell direct to the retail pharmacists. For if, as has been suggested, the manufacturers should combine and appoint a general agent in each department, the combination to prevent free competition would be manifest. Another difficulty is that the framers of the various anti-cutting schemes cannot make up their minds as to what the correct view of the law really is. M. Chevet, for instance, whose scheme has received much attention, insists that the legal advisers who have been consulted are wrong in applying the same rules to pharmaceutical specialties as to articles such as food, etc. Specialties, he insists, are medicines, and cannot be submitted to the same rules as other merchandise. In this view he is supported by leading pharmacists of long experience, amongst whom is M. Julliard. But M. Crinon has an opposite opinion. He contends that although medicines can only be sold by pharmacists, they are merchandise none the less. The General Association of French Pharmacists is still negotiating with the syndicate of manufacturers of specialties in hope of finding a solution.

Legal.

Verdict Reversed.

Our readers will remember the action taken by Dr. F. R. England against Kerry, Watson & Co., wholesale druggists of Montreal, for damages on account of the death of his wife, which followed her having taken a dose of tartar emetic in mistake for bismuth. The drug was furnished by H. J. Dart & Co., who claimed to have purchased it from the defendants. At the trial before Judge Archibald and a jury a verdict was rendered to the effect that Mrs. England had died from the effects of illness which had been accelerated by the administration of tartar emetic, and Kerry, Watson & Co. were held liable and damages were awarded against them for \$1,000. The Court of Review held a short time ago, presided over by Judges Gill, Tellier, and Archibald, reversed the finding of the jury and gave judgment for the defendants. Notwithstanding the verdict contending that there was no *lien de droit* between the plaintiff and defendants, Judge Archibald, in rendering decision, said that the defend-

ants might have been held responsible for any mistake which might have occurred in any bottled drug sold under their own name, but not in such a case as the present, when the two drugs were quite different, and any expert (it certainly would require an expert) could easily tell the difference between tartar emetic and bismuth. Besides, the plaintiff alleged that there was a case still pending against Dart & Co., and liability, if any, for the mistake could be settled then. Mr. Brosseau, Q.C., appeared for Kerry, Watson & Co., and Mr. Arch. McGoun, Q.C., for Dr. England.

The Department Store Case.

The test case in the matter of an incorporated company selling poisons, etc., contrary to the provisions of the Ontario Pharmacy Act, received a hearing in the Division Court before Judges Boyd, Ferguson, and Robertson. Alfred Brown, the private prosecutor, laid an information before Police Magistrate Denison charging The Robert Simpson Company, Limited, with infringement of section 24 of the Pharmacy Act, that the defendants did unlawfully keep open shop for retailing, dispensing, and compounding poisons contrary to the act. The evidence before the magistrate showed that the defendants have a drug department in their departmental store in the city of Toronto, at which poisons are sold by one Lusk, a qualified and registered pharmaceutical chemist, employed by defendants under a contract of hiring by the week. Lusk is the holder of a share in the stock of the defendants' company. The poisons in question are bought by Lusk, and paid for by defendants, and the profits go to them. Under these circumstances the magistrate dismissed the complaint. Ritchie, Q.C., Shepley, Q.C., and Ludwig, for defendants, argued the case on the merits, and also raised the preliminary objection that no appeal lay to this court, and the magistrate had no power to state a case, the offence being against an Ontario statute, and the code not applying, and the appeal, if any, being to the sessions, under the Ontario law, and not by Dominion law. B. B. Osler, Q.C., and E. T. Malone appeared on behalf of the Ontario College of Pharmacy. Judgment reserved upon merits and preliminary objection.

The Duty on Alcohol.

At the recent visit of the tariff commissioners to London, Ont., a deputation representing the drug interests waited upon them in reference to desired changes.

The principal grievance brought before the commission was the subject of the excessive duty on alcohol. Mr. James Mattinson, manager of the London Drug Co., submitted a statement showing that the import duty levied made it impossible to bring in alcohol from the United States, the tariff levied being just sufficient to prevent any competition from

that quarter. The excise duty on alcohol used by druggists is \$2.80½ cents per gallon, the price charged by the distiller is \$1.15, making a total cost of \$3.95½ per gallon. Alcohol is sold in the United States at 35 cents per gallon, and in some cases as low as 25 cents. The import duty on this grade of alcohol is \$3.71¼; add this to 35 cents, it makes a total of \$4.06¼, or 35 cents per gallon in favor of the home product. Now, if alcohol can be sold in the United States at 35 cents, it seems out of all reason that Canadian distillers should get \$1.15, or 80 cents per gallon more. As Mr. Mattinson points out, the revenue to the Government need not be decreased, but the protection granted the distiller should be reduced from in the neighborhood of 250 per cent. to, say, 20 per cent. *ad valorem*. We hope this matter will be kept before the Government, and think the Wholesale Druggists' Association should take active measures with this end in view. We append a portion of Mr. Mattinson's argument before the commission.

He claimed that the present regulations in regard to the alcohol customs and excise duties were a serious burden to over one thousand business men in Ontario alone.

The changes they proposed would not affect the revenue. They wished to compel manufacturers to accept reasonable protection. They also complained of ambiguity of the tariff, and a different rendering in different places. Ethel alcohol was used largely for extracts and in nearly all kinds of medicines, and a reduction of the duties would be welcomed by druggists of the Dominion. The duties per gallon of alcohol was \$2.80½, and the cost per gallon \$1.15, making a total of \$3.95½. Alcohol was sold in the United States for 35 cents, and, he had since learned, could be bought for less than 25 cents, as against \$1.15 in Canada.

In reference to the difference in cost he said, "There is only one explanation, to my mind, that it is going into the pockets of the manufacturers. There might be some reason for alcohol costing a little more, but not such an enormous difference."

He also argued that as practically no alcohol was imported, the revenue would not suffer by a reduction in the customs duties to \$1.70 instead of \$2.25. The druggists did not ask for a change of excise, but wanted a 20 per cent. protection only granted to the distiller in place of 250 per cent., of which 225 per cent. went directly into the pockets of the distiller. The more recent regulation requiring alcohol to be kept two years had crowded out the smaller distillers, and was in no way necessary or desirable for druggists' use.

In response to a question from Sir Richard Cartwright, Mr. Mattinson said that that no doubt the distillers will have an argument to offset it. But we have as good a grain-growing country as the United States, and alcohol should be made as cheaply.

Pharmacy in England.

The Preliminary Examination Altered. Death of Mr. A. H. Mason.—Colored Podophyllin—Celloidin—A New Aseptic Syringe—Buttermilk Soap—British-made Cameras.

(By Our Own Correspondent.)

It has been authoritatively announced that the council of the Pharmaceutical Society have at length decided to alter the requirements of the preliminary or first examination. For over twenty years, in spite of the progress of general education and the increase of subjects in the qualifying examination, the preliminary has remained unaltered. It is true that in consequence of the representations of the council the College of Preceptors, who conduct the examination, have raised the number of marks required for a pass, but the subjects have still remained the same in spite of repeated remonstrances on the part of those who believe that progress in pharmacy is synonymous with increased education. It is idle to attempt to defend the policy of masterly inactivity that at last appears about to be altered. During these years the medical, legal, and veterinary professions have vastly increased the scope and stringency of their preliminary examinations, which in most cases approximate closely to the matriculation of the London University. Nothing has been definitely settled regarding the new pharmaceutical preliminary, but I have excellent reasons for stating that the council favor the scheme of abolition of the examination *per se*, and accepting the certificates of such bodies as the Oxford and Cambridge local examinations, etc., provided that Latin, mathematics, and one modern foreign language are included amongst the subjects for which the certificate has been granted in addition to the ordinary school subjects.

The sudden death of Mr. A. H. Mason, whose name was familiar to pharmacists in England, Canada, and the United States, came as a shock to his many friends. Although not a pharmacist, Mr. Mason was closely identified with numerous pharmaceutical institutions, and his genial nature endeared him to all who met him. To a quiet manner he added a large amount of energy and business acumen, but it is doubtful if he was really strong enough for the high-pressure work required in New York. He was a constant visitor, when in England, to the meetings of the British Pharmaceutical Conference, and was a member of the Pharmacy Club, and on his leaving for New York, only two years ago, he received a very enthusiastic ovation from his friends.

Lately podophyllin has occurred on the market of a yellowish-green color, instead of the yellowish-brown article to which we were accustomed. As its brighter appearance was rather more attractive little attention was bestowed upon it, especially since the statement has been circulated that it was due to precipitating the resin in the presence of alum, and

that it was just as pure. But E. Merck has recently sent a circular round to the wholesale trade warning them against the greenish-yellow podophyllin, and plainly stating that the color is obtained either by foreign substances, or from the resin being obtained from other rhizomes than podophyllin pellatum. The latter explanation is, I believe, in most cases the true one, and the root that has been used is probably the Indian podophyllin emodi. On the authority of Professor Dunstan, the resin obtained from this root does not differ from that obtained from the American drug, whilst the yield is larger. It is quite possible, therefore, that in the new B.P. this source of podophyllin will be recognized, and indeed it is not actually forbidden now, as when properly prepared it answers the B.P. tests. Care should be taken, however, to examine highly-colored samples of podophyllin, as Merck suggests, to ensure that they are perfectly soluble, 1 in 10 of alcohol and about 1 in 100 of ammonia.

Celloidin is the name given to Schering's Patent Pyroxylin that has several advantages over ordinary pyroxylin, especially for photography. It occurs as a horny substance, not unlike gelatine in appearance, and dissolves in a mixture of absolute alcohol and ether, always presenting a uniform, clear, neutral colloid, that may be iodized without change of color, or without filtering. It is not explosive or dangerous, and burns, when ignited, only like paper. The solution of a strength about one or two per cent. is chiefly used in photography, but microscopists employ an eight per cent. solution for coating specimens that are afterwards to be cut on a freezing microtome. It may be of interest to record here that picrate of ammonium is not half so explosive as it is generally assumed. Quite recently, to test the matter, I have ignited it, boiled it, and ground it in a mortar without the slightest sign of explosion. It burns with a bright, smoky flame, not unlike picric acid, is much more soluble in hot water than cold; indeed, it is impossible to make a solution in the cold stronger than one or two per cent.

Chemists who are asked about aseptic syringes, in these days of serum injections, should bear in mind the advantages of Luer's patent aseptic syringe. It is made entirely of crystal, both cylinder and piston rod, and there are no packings of piston to get foul. Sterilization is easily effected, either by rinsing with absolute alcohol, or by dry heat up to 125° C. The syringes are supplied by Messrs. J. Gray & Son, of the Truss Works, Sheffield, England, and vary in size from one cubic centimetre up to seven ccs. in capacity, each syringe being supplied with two steel needles in a velvet-lined leather case, or metal aseptic case, from \$3 to \$8, according to size—platinum needles, that are recommended by some medical men, as they can easily be quickly sterilized by passing them through the flame of a spirit lamp.

Buttermilk soap is the latest craze in toilet soap, and is being boomed for all it is worth. It probably holds its fashionable position to the tale that Mrs. Langtry, or some other beautiful woman, attributes her fair complexion to the virtues of a milk bath. Most people would find this rather an expensive luxury, so the soap-boiler steps in and practically says, why spend money on milk for the complexion when a cake of buttermilk soap will do as well? Since the introduction of Vinolia soap there has been a steadily increasing demand for superfatted soaps, and chemists who have good connections have found it profitable to introduce their own brand. Nearly all the principal soap-makers have one or more varieties of superfatted and milled soaps, and, although these are not cheap, they are far superior to the ordinary products of the dry goods stores. During the winter months many chemists in London push the sale of a cold-cream soap as specially suitable for the period of chaps and chilblains. One word before dismissing this subject: Do not spare any trouble or reasonable expense in obtaining good labels and pretty boxes. The sale is half effected if the general get-up is satisfactory, and nowadays the public is very exacting on this score. The purest soap on earth would not sell half so well as plain curd soap, if it were wrapped in plain paper in a common box. One of the neatest boxes that I have seen, and yet presenting a thoroughly good appearance, is covered with very dark green glazed paper, with a narrow gold edge, and the name of the soap and chemist stamped on the lid in fancy block type. The effect is almost that of a leather box, whilst a pleasing contrast is to have the box lined a delicate salmon pink color. Violet powder looks well in a similar colored box, only the edge and lettering should be aluminium.

The reduction in tariff is causing some of our manufacturers to turn their attention again to Canada, particularly as there is some prospect of the United States raising theirs again. The photographic boom has been followed by the cycle boom, and now the motor car is having its turn; still the amateur photographer is well worth looking after, and British-made cameras and accessories stand deservedly high in the estimation of all devotees to the fascinating art.

London, Nov. 27, 1896.

Recent Patents.

Amongst the patents recently granted to Canadian inventors, the following are of interest to our readers:

W. N. Peay, improvements in liquid disinfecting distributors; A. K. Lydia, composition for removing false membrane in diphtheria and croup; A. Pine, yellow ointment; D. B. March, apparatus for examining the heart and lungs, etc.

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Want
of
the
hour
is
PROFITS**

OUR constant aim is to supply the Retail Drug Trade with preparations of undoubted merit that can be confidently recommended, and that will return liberal and satisfactory profits. Such as:

Creamery Butter Color

To retail at 15c. and 25c.: affording 100 per cent. profit.

Sure Death (Rat Poison)

Sells at 15c., and pays over 200 per cent.



Taylor's Marking Ink

Sells at 25c., with 100 per cent. profit.



"The Best" Sarsaparilla

A splendid preparation, handsomely put up, sells at \$1.00, with 140 per cent.

We strongly recommend all of the above to the
Retail Druggists of Canada.

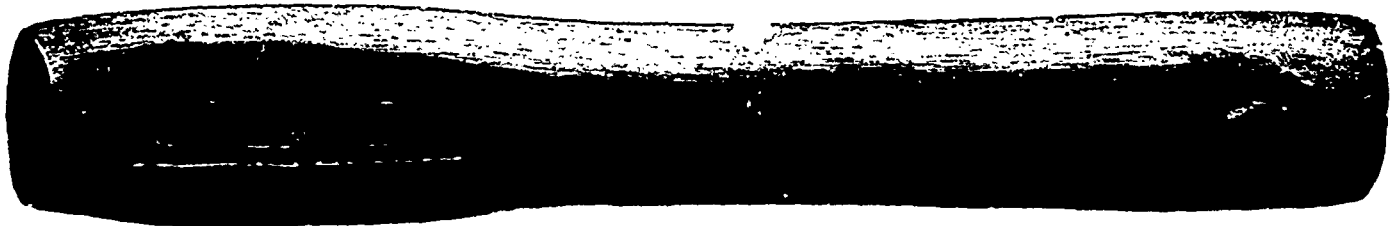
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**Wholesale Druggists,
HAMILTON, ONT.**

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THE CHEMISTS' BRAND

Liquorice Juice



The Testimony of "The Lancet"

The following is from "The Lancet" of March 30th, 1893:

"The above brand has long been known to be of standard purity. We found the specimen to be completely soluble in water, and entirely free from impurities of any kind. It is, therefore, well adapted for the pharmaceutical purpose for which it is so useful, while as a popular demulcent it is both safe and reliable."

Recommended also by "The British Medical Journal," "Health," "The Chemist and Druggist," "Food and Sanitation."



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- Druggists' Specialties.
- Surgical Dressings,
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- Medical Batteries,
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Send for quarterly quotations.

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From which our customers in the West may be promptly served.

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CHAMOIS
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The best garments that can be worn to keep out the cold and retain the heat of the body.

Persons following outdoor pursuits will appreciate these vests, as they give a great degree of warmth, with practically no additional weight. In hunting, driving, skating, coasting, curling, and other pastimes where one is out in the cold and wind, they will be found invaluable. For those not accustomed to the cold they are most comfortable to put on in going to and from business, church, the theatre, and elsewhere.

Made in Three Styles, to Retail at
50c., \$1.00, and \$1.50.

Send for samples or write to

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WHO ARE GROWING?
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Where can be seen the largest, best, and cheapest stock of

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

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

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

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A SPECIALTY.

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**Japanese Air Pillows
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Something entirely new. Lighter and much cheaper than rubber. Very durable.

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FANCY PERFUME ATOMIZERS
Now Designs

Hand Mirrors

In Ivory, Aluminum, Ebony, Celluloid, etc., etc.

All styles.
All sizes. **Chamois Vests**

Trade Notes.

J. A. Shaw, druggist, Windsor, N.S., is dead.

Dr. Gear has purchased the drug stock of G. A. Small, Erin, Ont.

G. A. Gamsby, druggist, Gananoque, Ont., has made an assignment.

W. B. Fullerton, druggist, Gananoque, Ont., is offering to compromise.

G. N. Babcock, Drayton, Ont., has sold his drug business to R. Henderson.

Dr. W. L. Smith, Cove Barrington, N.S., is offering his business for sale.

G. W. Hulbert has purchased the drug business of S. L. Howe, Thornbury, Ont.

L. E. Bolster has purchased the drug business of R. C. Ward, Sturgeon Falls, Ont.

Walker & Co. (Ellen A. Walker) have opened a new drug store at New Glasgow, N.S.

G. N. Petrie has purchased the drug business of R. C. Houston, Avenue road, Toronto, Ont.

H. Turner, druggist, 287 Gerrard east, Toronto, has been closed under chattel mortgage.

A. Trotter, of Trotter & Co., Windsor, Ont., has taken to himself a wife, and we wish Mr. and Mrs. T. every happiness.

Dr. Brunskill, formerly of Walkerton, Ont., has purchased the drug business of W. Colcleugh, Mount Forest, Ont.

C. E. Borden has entered into partnership with H. H. Cochran, druggist, of Canning, N.S. Firm name is Borden & Co.

W. W. Macdonald, O'Leary, P.E.I., has sold his drug business to Turner & Barclay (H. W. Turner and James Barclay).

J. L. White, lately with Langley & Henderson Bros., Victoria, B.C., is about starting a drug store in the West Kootenay district.

The annual minor examinations of the Manitoba Pharmaceutical Association will be held in Winnipeg, December 14th, 15th, and 16th.

C. A. Nelson, druggist, doing business under the name of Laviolette & Nelson, Notre Dame street, Montreal, has made an assignment; liabilities about \$12,000.

Runyons & Butler are opening a department store in London, Ont., and G. A. Peaker, formerly in business on Spadina avenue, Toronto, will take charge of the drug department.

Dr. R. O. Snider has removed his drug business from 69 King street west, Toronto, to three doors west of his old stand, and now has a very pretty store on the corner of Leader lane and King street.

R. Ferrah, of Galt, and H. J. Cant, formerly of Plainfield, N.J., have purchased the drug business of the late W. G. Smith, Guelph, Ont. The business will be carried on under the firm name of Cant & Co.

The veteran druggist of Petrolia, Mr. Geo. Denham, has built a fine store and dwelling on the site of his old building, and when finished will have one of the most modern, up-to-date drug stores in Western Ontario.

David Watson, jr., son of Mr. D. Watson, of Kerry, Watson & Co., Montreal, was tendered a complimentary dinner by his friends on the eve of his approaching marriage. The dinner was held in the club room of the Windsor Hotel.

E. W. Cameron has purchased the business of Dr. Higinbotham, Brantford, Ont. It requires some nerve to take hold of a business in Brantford, where Carter's liver pills have been sold at five cents a box, and other goods in proportion.

Nova Scotia Notes.

Dr. S. N. Miller, of Middlesex, has been improving his store, and intends that it shall be second to none in the Valley.

Mr. Martin, for so many years with C. E. Borden, has purchased the stock of Mr. Starr Eaton, of Canning, and proposes conducting a store there. Mr. H. H. Cochran, nephew of Mr. C. E. Borden, has been taken into the firm, and they are now doing business under the name of Borden & Co.

J. A. Shaw, one of the oldest and most respected residents of Windsor, and one of the senior druggists of Nova Scotia, died very suddenly a few days ago. Mr. Shaw was largely interested in shipping, and also held a very large life insurance. He was rated among Windsor's wealthy men. He will be much missed from his accustomed place.

Tupper Foster has closed his business in Canso, and with his brother, W. T. Foster, has opened business in Antigonish under the name of Foster Bros. These gentlemen, being well and favorably known in Antigonish, start under promising conditions.

Dr. William McKay, of Reserve Mines, C.B., is about opening a pharmacy at Old Bridgeport.

Mr. James Burns, who has been quite ill for some months, has now recovered, and is at his usual place.

Mr. R. D. Stiles, of Pictou, made a flying visit to Halifax one day last week.

Mr. J. H. Angwin, of Brown & Webb, who has been seriously ill for some months, is recovering, and able to be at his office a part of the day. We hope soon to see Mr. Angwin in his usual health. Mr. J. Godfrey Smith has been seriously indisposed for some time, but is now about again.

Mr. Frank C. Simson, of Simson Bros. & Co., met with a painful accident a few weeks ago, slipping on a wet stair, and injuring his back, which confined him to the house for some time. Mr. Simson is a thorough believer in accidental insurance.

The regular meeting of the Nova Scotia Pharmaceutical Association was held on the 19th ultimo. Same was largely attended, and matters found to be in the usual flourishing condition. The executive are planning for a large attendance at the annual meeting in June, when they have the prospect of a visit from the genial Professor Remington, of the Philadelphia College of Pharmacy.

Correspondence.

The Editor does not hold himself responsible for the opinions of correspondents. Correspondents must in all cases send name and address, not necessarily for publication.

Mr. McCann and the Present Situation.

Editor CANADIAN DRUGGIST:

DEAR SIR,—I have never been enthusiastic over the methods employed by the O.S.R.D., as their president and ex-officers in Toronto know. Their policy was so unanimously endorsed by the trade generally that I thought it unwise to dissent, and so merely kept my mouth closed and attended to my own business. In the first place, I was opposed to the principle laid down in the agreement that the onus of maintaining the prices fell upon the retailer. In the second place, I thought it uncalled-for for the wholesale men to attempt to force the retail druggists to deal exclusively with them in exchange for their support. In the third place, viewing the agreement from a business standpoint, I look on it as being impracticable.

Now, speaking upon the first point, it may be that I rate the position of the retail druggist *too highly*. That is a matter of opinion upon which I trust we may agree to differ somewhat; but this is my view: The retail druggist, being personally acquainted with his customers—being in direct touch with the people in his vicinity, having the confidence of the majority who deal with him—possesses an influence in his locality a hundredfold greater than any patent medicine man or his remedy. Now, if this is sound logic, we have a start made. If this is true, what power is there to compel the druggist to introduce and keep in stock Blank's liver pills? There is no *law* to compel him, but our opponents say with a united clarion voice, "We'll advertise them and make you keep them. If you don't we'll put them into the grocery." These are the only clinching arguments that I have heard up to date.

Let us look at them. I venture that I voice your sentiments when I say that I never feared competition from a grocer handling medicine—like oil and water, the

two don't mix. No one knows better than these same manufacturers that to put a remedy into grocery hands and advertising it so is to kill it outright. The only spot where they could expect to do any business would be in the very rural districts. As to compelling us by advertising to keep the remedy, let us figure it out for them. Advertising to do this means hundreds of dollars per day paid out by our firm. Let us allow that every druggist in town lost two sales daily (an exceptionally heavy demand), what would each druggist individually lose? Not much beyond the price of his cigars. Who could stand it the longest, Mr. Blank with his millions, or the druggist of Ontario? We could stand it for years without noticing the difference. Don't you think a few months would begin to look serious with the one?

Now, having these views, I pick up the agreement and I read, "The druggists must first form themselves into a solid body, and must agree to maintain the prices, not to substitute." If they do all this, then the manufacturers will not sell cutters, always provided, if the trade live up to the agreement.

Now, I ask you as a business man, in your sober moments, if we are the actual channels through which these manufacturers must reach the people, would it not become us to claim our rights by simply demanding, that if these manufacturers desire to use our stores and our time to supply the people demanding them to see to it that their remedies are kept out of illegitimate hands, and, failing to do so, out they go at once, and act on their failure to comply? This seems to me nearer right than the conciliatory course. The conciliatory course is the very course these men are profoundly anxious you should take.

Again, I thought it uncalled for on the part of the wholesale men to ask the druggists to bind themselves to deal exclusively with them in exchange for their good will. I doubt very much if the leading wholesalers gave the matter very much thought. Is it not a fact that in helping the retailer they are helping themselves: anything that is a benefit to the retail trade is good for them. If the cutting system would kill off all the retailers, where would the wholesale men sell goods? Our interests are identical. There is no reason why we should quarrel, and so far as I know the very best feeling exists between the wholesale and retail trade. Long may it last! But let us thoroughly understand the situation. The retailer could get along without the wholesaler at all, but, on the other hand, the wholesaler could not get along without the retailer.

In my estimation, it would have been more in harmony with the state of affairs had the wholesale men spoken out thus: Anything that affects the retailer affects us. We are right in line to aid our customers, the retailers, in any way we can, and to act as some of the loyal wholesalers have acted, by buying goods right, cutting

down profits, and striving to put their customers on an equal footing with the largest importers. The wholesale houses that have adopted this policy need no agreement. They have a bond that is stronger than an agreement.

Now I come to the last statement, "That the scheme is impracticable."

The charge is made against the retail trade that there are those amongst us who will not keep their agreement: that they will sign it without having any intention of adhering to it. We admit it; and, furthermore, we know that no matter how *united* you make the trade these same characters will be found.

But the very same species of men are to be found amongst the wholesalers and the manufacturers. There are wholesalers who not only sign the agreement, but talk loudly about how closely they are living up to it, and who find the most fault about the way other men are acting, while at the same time they are sending out goods at the back door to the very people they have agreed not to supply.

There are manufacturers who sign the agreement, and then sit up at night planning different methods by which they can evade the agreement. Not only this: there are men outside the medicine line who handle certain medicines in their general business. There are continually new men starting up who get a supply or two straight enough, and then sell wherever they can.

Not only so. There are retail men continually getting into financial difficulties who will not stop at the agreement in order to make a few needed dollars.

If these statements I have made are correct, if the conclusions I have come to are sound, and based upon what we know to be the present-day methods of business, then I submit there are but two doors open to us by which we can get out of the difficulty into which keen competition has brought us, namely: Either by meeting the cut prices on these patent medicines, or by not keeping them in stock. The first of these two courses would very likely be the one adopted by a shrewd business man, not acquainted with the unusual circumstances that surround the retail drug business: and I am free to admit that it would be the sound course for certain stores where the purely drug trade and dispensing is largely supplanted by that of sundries and patent medicines. But, viewing the matter strictly from a city of Toronto standpoint, I am strongly of the opinion that the latter course is much the better. Let us look at it for a moment. Notwithstanding all that is said to the contrary, Toronto is a good town for drugs and dispensing. Because there are fully thirty per cent. more stores than are needed does not alter the truth of this statement. Furthermore, a good feeling exists between the majority of physicians and druggists: and this city, being spread over such a large territory, it is both expensive and inconvenient for a doctor, whose practice extends over the whole

city, to supply his patients with medicines from any one point. Just here, brother druggists, let us give the physicians that honest consideration that is due them. Can we expect their assistance and their co-operation if we placard our stores as agents for quack nostrums, and pay greater attention to pushing our own remedies and advertised patents than to that branch of our business we have been educated for?

We cannot, if we are to hold and to increase the dispensing: we must act fairly and honestly with the physician. I would here state, so far as I know, the majority of our city druggists do this; but in one particular we *all* fail, and largely because of custom and habit, and that particular is, we give too much prominence in our stores to patent and proprietary medicines; and if private conversation with the druggists counts for anything, the day is not so far distant when there will be a number of drug businesses here in Toronto conducted independent of the patent medicine trade.

G. A. McCANN.

Toronto Retail Druggists' Association.

The Toronto Retail Druggists' Association held a meeting for reorganization on Friday, Nov. 20th. There was a fair attendance.

The chair was occupied by Mr. F. W. Flett, Mr. Campbell acting as secretary.

A letter from Mr. Hargreaves was read, in reference to the prices of patent medicines. The subject was discussed at some length, and the matter was finally left for the O.S.R.D. to deal with.

The following officers were elected: President, G. A. McCann; vice-president, W. H. Gilpin; secretary, C. H. Couen.

It was resolved to allow the officers to select the Executive Committee from amongst the members of the association.

Mr. McCann, on assuming the chair, reminded the members that they had placed him in the position of president against his will, but, now that he was there, he felt free to declare his policy and what he considered should be the policy of the association. In the first place, it must be on different lines from its predecessor. The most important matters that could be brought before an association of its kind were not such as they had heretofore dealt with. The consideration of social and scientific questions were those with which they should deal; in fact, it should be a kind of mutual benefit society, discussing preparations of pharmaceuticals, comparing notes on dispensing problems, etc., as well as looking into the business part, viz., the value of advertising, and how to do it to advantage, the importance and designing of window dressing, and many other subjects of equal interest.

The society will meet on the second Friday in each month.

Pill and Powder BOXES

We are the headquarters in Canada for every line of Druggists' Boxes, Labelled or Unlabelled.

Paper Boxes

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Our Impervious Paper Boxes are the best on the market.

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**Somerville's
Pepsin
Gum ?**

It is the Gum the others are selling.

It is admitted to be the best Pepsin Gum made in Canada.

Our Carving Set Premium Packages are having a great sale.

C. R. SOMERVILLE

LONDON, ONT.

**LITTLE'S
PATENT FLUID
NON-POISONOUS
SHEEP DIP
AND CATTLE WASH.**

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

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

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

Removes the unpleasant smell from Dogs and other animals.

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

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

Sold in large Tins at \$1.00. Is wanted by every Farmer and Breeder in the Dominion.

ROBERT WIGHTMAN, Druggist, OWEN SOUND, ONT.

Sole Agent for the Dominion.

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



CHEAP, HARMLESS, AND EFFECTIVE

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

NON-POISONOUS AND NON-CORROSIVE.

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

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

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

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

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

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

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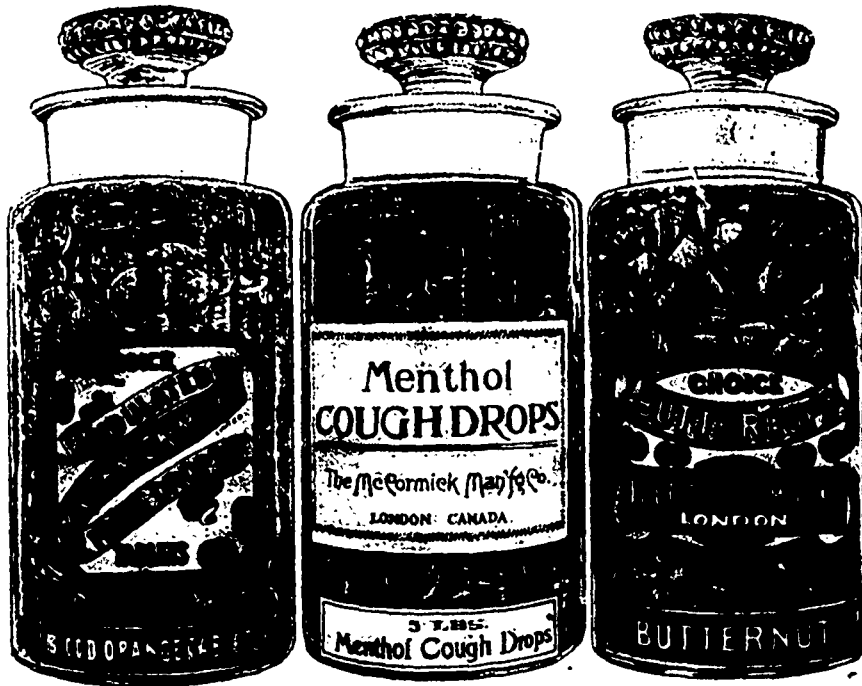
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- Horehound
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- Blood Orange
- Lemon
- Ginger
- Cherry
- Raspberry
- Apricot
- Strawberry
- Acidulated
- Chocolate
- Rose
- Musk
- Pineapple
- Nectarines
- Black Currant
- Pear
- Butter Scotch
- Catawba



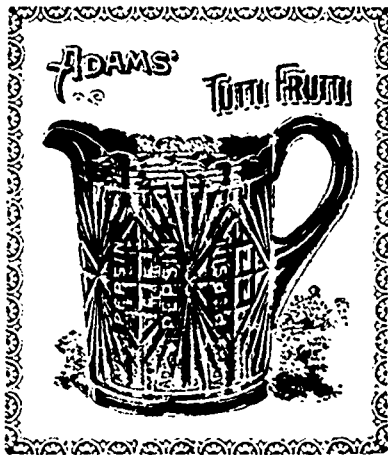
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- Almond
- Filbert.
- Hickory
- Butternut
- Cocoanut
- Pistachio
- Pomegranate
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FREE

A CREAM PITCHER

With 36 Bars regular Tutti Frutti, being the same as one box.

BE SURE TO GET ONE FROM YOUR JOBBER.



Adams & Sons Co.

11 & 13 Jarvis Street, - - - Toronto, Ont.

Gleanings.

Eucalme.

Under this name a new substitute for cocain has been brought out by a Berlin dentist named Kressell. It is prepared synthetically, and chemists describe it as "a methyl ester of benzo-gloxy piporidine carbolylic acid." It is claimed for it that it does not affect the heart, produces more extensive anaesthesia than cocain and is non-poisonous. Probably it will also be much cheaper.—*British Journal Dental Science.*

A New Source for Alcohol.

It is proposed to use dates for the production of alcohol. According to Luboy they contain sixteen per cent. of dextrose, and one hundred kilos will yield about thirty-eight litres of ninety per cent. alcohol.

Sanoform.

This is the latest substitute for iodoform. It is obtained by the action of iodine on oil of wintergreen, and is the methyl ether of di-iodosalicylic acid. It is a white, odorless, and tasteless powder, and can be heated up to 200° C. without decomposing. It is soluble in 200 parts of cold or 10 parts of hot alcohol, and readily in ether, chloroform, benzole, and carbon disulphide, but very insoluble in water or glycerine. It contains 62.7 per cent. of iodine. The results of its use in surgery and gynecology are extraordinarily good; healing ensues more quickly and more certainly than with iodoform, signs of irritation are absent, and the drug is both odorless and non-poisonous. Sanoform can be used as powder, as a 10 per cent. ointment, or in a 1 per cent. solution in collodion. Schlesinger particularly recommends sanoform gauze (10 per cent.), which, owing to the high temperature at which the drug decomposes, can be easily sterilized.—*Chemist and Druggist.*

Potent Diphtheria Antitoxin.

Dr. G. E. Cartwright Wood, one of the workers at the Royal Colleges' Research Laboratories, on the Victoria Embankment, has made a name for himself as an authority on diphtheria antitoxin, and his last contribution to the subject will maintain it. Writing to the *Lancet* (p. 1145) he explains that highly potent serum is not only dear, but scarce. A single dose of Behring's costs £1 11s. 6d. It is to be observed, however, that the highly potent serum cannot be obtained in unlimited quantities, and the reason why has never been explained. Dr. Wood has found it out, and it is because few horses can produce this serum. In a communication to the Royal Society early in the year, he showed that when horses are treated with Dr. Sydney Martin's diphtheria albumose for

a fortnight, then with the so-called ferment toxin, a relatively powerful serum is produced. He reports that by taking advantage of the cumulative action of the poisons, through frequent injections of the toxin, the horses are kept continuously under their influence, and, in some cases, serum of high potency is produced. He has had nine horses under this treatment, and the following table shows the antitoxin values of the serum produced:—

Number of horse.	Number of normal units present per c.c. of serum.	Quantity protecting against ten lethal doses of toxin.
Horse No. 1...	1000	10000 c.c.
Horse No. 2...	450	4500 c.c.
Horse No. 3...	400	4000 c.c.
Horse No. 4...	200	2000 c.c.
Horse No. 5...	200	2000 c.c.
Horse No. 6...	175	1750 c.c.
Horse No. 7...	150	1500 c.c.
Horse No. 8...	80	800 c.c.
Horse No. 9...	50	500 c.c.

Considering that all the horses were treated in precisely the same manner, it is evident that horses are not alike as regards their capacity for producing powerful antitoxins; indeed, they vary in the most startling manner. It is at present impossible to give any explanation of this fact, and only extended experience with a large number of horses can settle the matter.—*Chemist and Druggist.*

New Method of Preparing Collodion.

According to its patentee, Schlumberger, a new method of preparing collodion consists in dissolving tetranitrocellulose in ethyl or methyl alcohol, to which small quantities of one of the following substances have been added: (1) Levulose, acetic, oxalic, citric, tartaric, lactic, or hydrochloric acids, or any of their salts of the alkalies, alkaline earths, or zinc, that are soluble in alcohol; (2) aldehydes of acetic and benzoic acids, or their acetals; (3) ethers of the mono- or poly-valent alcohols with the above-mentioned acids; (4) picric, salicylic, and carbonic acids, and para-amidophenol; (5) nitrobenzine, nitronaphthalin, and trinitrotoluene; (6) quinoline and pyridine; (7) urea; and (8) glycol.—*Phar. Zeit.*

Determination of Mercury by the KI Process.

By W. MILES HAMLEY.

In the determination of the strength of a mercuric chloride solution by the volumetric process with iodide of potassium, it was found that the order of procedure was important.

When 1 c.c. of the HgCl₂ solution was placed in a flask and the KI solution added to it from a burette, only 1.3 c.c. was required to produce a permanent mercuric iodide precipitate; whilst when 1 c.c. of the same mercuric solution was

diluted with water to 100 c.c. and placed in a burette, it was found that by putting 5 c.c. of the original KI solution in a flask and adding thereto the diluted mercuric chloride solution a permanent HgI₂ precipitate was not obtained until 10.4 c.c. had been delivered from the burette.

As in the text-book which I have consulted there is no mention made of the order of mixing, I thought it advisable to place this on record. It also leads me to conclude that mercuric iodide is insoluble in an excess of HgCl₂ solution quite as much as HgI₂ is soluble in excess of solution of KI.—*Pharmaceutical Journal.*

New Reaction for the Alkaloids.

A. Jaworowski, in the *Pharmaceutische Zeitschrift für Russland*, proposes as a general alkaloidal reagent a solution of sodium vanadate in water acidulated with acetic acid. This reagent is said to be exceedingly delicate with quite a number of the most important alkaloids; but, on the contrary, there are a number of others which must be in quite concentrated solution to give results of any value. The addition of any salt of copper to the reagent increases its intensity, however, to a degree which largely obviates this defect. The following is the method of preparing the reagent for general use: Dissolve 30 cgm. of sodium vanadate, by the aid of heat, in 10 c.cm. of distilled water, and let cool. Dissolve a similar quantity of copper sulphate in the same amount of distilled water, mix the solutions, and add sufficient glacial acetic acid to dissolve the precipitated copper vanadate. Usually 7 to 8 drops of the acid are sufficient. The slightly turbid liquid is then filtered and is ready for use. The method of using the reagent is as follows: The alkaloid, if in the form of a soluble salt, is dissolved in 4—5 c.cm. of distilled water; if in its proper condition, add to the solvent from 1 to 10 minims of acetic acid dilute (1:18) p. r. n., and in it dissolve a determined quantity of the alkaloid, if necessary using heat to effect solution. When cold add 1 drop of the reagent. If no precipitation occurs after the lapse of fifteen minutes, divide the solution into two parts, and to one of them add, drop by drop, the reagent, waiting and observing after each drop whether a precipitate forms. The other half is heated to boiling. If a turbidity or an opalescence occurs, separate the precipitate in the usual manner. The author has divided the alkaloids into three groups, according to their behavior toward the reagent, and gives a list of each showing the amount of reagent necessary to affect each. In this manner it is easy to determine the group to which an alkaloid thus separated belongs.—*National Druggist.*

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

Saponin Emulsions.

According to Schazki (*Rev. Pharm. des Flandres*) saponin is preferable to gums, alkali, yolk of egg, or other substances used for pharmaceutical emulsions. The following are the formulæ recommended:

CASTOR OIL EMULSION.

Castor oil.....	30 gm.
Saponin.....	15 cg.
Water.....	150 gm.

COD LIVER OIL EMULSION.

Cod liver oil.....	100 gm.
Saponin.....	20 cg.
Water.....	100 gm.
Oil of peppermint.....	2 drops.

COPAIBA EMULSION.

Balsam of copaiba.....	5 gm.
Saponin.....	12 cg.
Water.....	95 gm.

CREOSOTE EMULSION.

Creosote.....	1.25 gm.
Oil of sweet almonds.....	10 gm.
Saponin.....	6 cg.
Water.....	100 gm.

IODOFORM EMULSION.

Iodoform.....	2 gm.
Oil of sweet almonds.....	8 gm.
Saponin.....	18 cg.
Water.....	100 gm.

CHLOROFORM EMULSION.

Chloroform.....	50 cg.
Oil of sweet almonds.....	15 gm.
Saponin.....	12 cg.
Water.....	100 gm.

CAMPHOR EMULSION.

Camphor.....	80 cg.
Oil of sweet almonds.....	15 gm.
Saponin.....	12 cg.
Water.....	100 gm.

SANTONIN EMULSION.

Santonin.....	q.v.
Castor oil.....	15 cg.
Saponin.....	12 cg.
Water.....	100 gm.

Employed thus, in this proportion, saponin is absolutely harmless.—*Pharmaceutical Journal*.

Medicated Confections.

VANILLA LICORICE TABLETS.

Crushed sugar.....	14 pounds av.
Extract of licorice.....	2 pounds av.
Glucose.....	2 pounds av.
Water.....	4 pints
Brown coloring.....	q.s.
Vanilla flavoring.....	q.s.

When the sugar and water reaches a sharp boil, add the glucose, and continue the boiling up to strong crack degree. Pour out the batch on an oiled slab, and when sufficiently cool work in the licorice, vanilla flavoring, and enough color to make the batch a deep brown. Pass the mass through the large tablet rollers.

LICORICE DROPS.

Crushed sugar.....	14 pounds av.
Glucose.....	2 pounds av.
Extract of licorice.....	2 pounds av.
Water.....	4 pints
Brown coloring.....	q.s.

Melt the sugar in the water, and when at a sharp boil add the glucose. Continue the boiling until strong crack degree is reached, and then pour out the mass on an oiled slab, afterward adding the licorice. Work in enough color to make a dark brown, and pass the batch through the acid drop rollers.

CHARCOAL AND CAYENNE DROPS.

Crushed sugar.....	7 pounds av.
Powdered charcoal.....	3 ounces.
Cayenne.....	8 drachms
Cream of tartar.....	4 drachms
Water.....	2 pints
Jettoline coloring.....	q.s.
Cochineal coloring.....	q.s.

Having melted the sugar in the water, bring the syrup to a sharp boil. Add the cream of tartar, and continue the boiling up to strong crack degree. Pour out on an oiled slab, and cut the batch in halves. Work the charcoal and sufficient jettoline into one-half, and mould the cayenne and enough cochineal to make a bright red into the other. Place the red piece on top of the black, and pass the whole through the honey drop rollers.—*American Druggist*.

Compound Tincture Saccharated Ferric Oxide.

The following formula is recommended by Fragner (*Pharm. Ztg.*) as a substitute for Athenstaedt's tincture:

Saccharated ferric oxide.....	75 gm.
Water.....	580 gm.

Dissolve, and add:

Syrup.....	180 gm.
Diluted alcohol.....	165 gm.
Tincture orange peel.....	3 gm.
Aromatic tincture.....	1.5 gm.
Tincture vanilla.....	1.5 gm.
Acetic ether.....	1 drop

Therapeutic Incompatibilities.

Perhaps one of the most pernicious outgrowths of polypharmacy, says the *American Medical Journal*, is the compounding in mixtures or tablets of medicines diametrically opposed in physiological action. I desire here to make a plea for simples as against compounds. Suppose it should be thought necessary to give a heart stimulant. We review the fixed physiological action of the cardiac drugs. Digitalis for arterial recoil, strophanthus for ganglionic stimulation, nitroglycerin for aspiration of the over-full ventricle, belladonna to impress the check nerve and to stimulate the sympathetic, strychnia for a stimulant to the spinal cord. How absurd to have one tablet containing all of these drugs. When digitalis is indicated, nitroglycerin is contraindicated. Suppose you really want nitroglycerin or amyl nitrites, how much benefit do you suppose you would get in a tablet a week old? But of all heterogeneous compounds, cough mixtures and expectorant tablets are the most absurd. We have in one mixture astrin-

gents for relaxed mucous membrane, ipecac to promote expectoration and opium to check it, senega to stimulate, aconite to quiet, and hyoscyamus and squills with an alkali. The fact must necessarily dawn upon every intelligent practitioner that he is gradually losing the art of prescribing.

How to Keep Lemon Oil.

Messrs. Schimmel & Co., in their semi-annual report (October), say: As is well known, lemon oil is one of the essential oils which readily deteriorate when improperly kept. Some time ago we experimented with a view to ascertaining the best mode of keeping lemon oil. Common, not dehydrated oil, as well as one deprived of water by treating it with anhydrous sodium sulphate, were kept in well closed vials, partly full, partly only half filled; part of the bottles were kept for some time removed from light, and others for some time exposed to light.

The result of these experiments was then recorded in the following words:

(1) The dehydration of the oil by means of sodium sulphate is not only of no use, but rather detrimental to the oil.

(2) The greatest possible exclusion of air from the vials is necessary for the unimpaired preservation of the oil.

(3) The influence of light is injurious to lemon oil, but is insignificant in comparison to that of air.

Lemon oil, therefore, should be kept in carefully closed vials, filled up to the neck and in dark and cool rooms.

Detection of Resin Oil in Fatty Oils.

The fact that the salts of resin acids are not precipitated by "salting out" with brine solution has enabled Comette to detect resin oil when fraudulently mixed with vegetable oils. Ten grammes of the suspected oil are saponified with caustic soda; the soap obtained is dissolved in warm water, cooled, and a saturated solution of salt added; the salts of the fatty acids are thrown out, but the resins remain in solution. The liquid is filtered and acidulated with sulphuric acid, when the resin acids are precipitated in small globules, giving a milky liquid, or floating on the top in small discs. These may be collected and weighed.—*Annal. de Pharm. de Louv.*

Before cutting a man's head off in China the authorities considerably make him drunk. The beauty of this system is that a man can get intoxicated without having a head on him the next morning.—*Buffalo Express*.

Antidiabetinum is a mixture of almond oil and saccharin prepared in three degrees of strength, indicated by figures 70, 10, and 1, which show its sweetening power compared to sugar.

HOLIDAY GOODS

Celluloid Dressing Cases
 Fans and Necktie Boxes
 Bronze Ornaments and Clocks
 Fancy Mirrors and Frames

We show a large variety of above lines

Only New Goods and the Latest Styles

Kindly inspect our samples, and compare our prices.

Nerlich & Co., Importers, 35 Front St. W. Toronto

\$20,000 IN GOLD \$20,000

For Retail Druggists

BALTIMORE, December 1st, 1896.

To the Retail Druggist in the U.S.A. or Canada selling the greatest quantity of Bromo-Seltzer during the year 1897 at one store ONLY, subject to the conditions named, we will give a cash prize of \$500 in gold.

To the retail druggist selling the next greatest quantity, \$500.

To the 5 retail druggists selling the next greatest quantity, \$250 each.

To the 25 retail druggists selling the next greatest quantity, \$100 each.

To the 30 retail druggists selling the next greatest quantity, \$50 each.

To the 200 retail druggists selling the next greatest quantity, \$25 each.

To the 625 retail druggists selling the next greatest quantity, \$10 each.

To the 500 retail druggists selling the next greatest quantity, \$5 each.

Total, 1,387 prizes—\$20,000.

Requirements and Conditions.

1. No druggist is eligible for competition who sells Bromo-Seltzer for less than 10 cts. small (or 3 bottles for 25 cts.) 25 cts. medium, 40 cts. large, 75 cts. half-pound.

2. Druggists entering this competition will be required to send us on the last day of December, 1897, all of their bills or invoices from their wholesale druggists or jobbers, showing the quantity of Bromo-Seltzer purchased during the year 1897. These bills or invoices must be accompanied by a statement sworn to before a notary public certifying that the bills sent us represent goods sold only at retail, and at prices not less than stipulated above. As soon as prizes have been awarded, the bills will be returned to the respective druggists.

3. Positively no account of sales will be accepted in this competition unless it reaches us prior to January 11, 1898.

4. Druggists having more than one store will be allowed to compete for as many prizes as they may have stores, but under no circumstances can such druggists return all of their bills as representing the sales of one store; neither can druggists pool their sales for a prize. Names of the successful competitors will be published in the leading drug journals February 1, 1898. Prizes will be distributed Feb. 15, 1898.

We sincerely trust that retailers will appreciate our efforts in placing every safeguard possible around this competition, and we believe that the above method will insure fair play to all.

Emerson Drug Co., = Baltimore, Md.

WATSON'S COUGH DROPS

Are warranted to give **Immediate Relief**
to those suffering from **Cold, Hoarse-
ness, Sore Throat, Etc.**

R. & T. W. STAMPED ON EACH DROP

Auld Mucilage Co.

MANUFACTURERS OF

All goods
Guaranteed



*Premium Mucilage
Lithograms and
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Formerly of
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A DRUGGIST'S SPECIALTY.

Gurtis & Son's Yankee Brand Pure Spruce Gum

Is meeting with the success
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A TRIAL ORDER SOLICITED

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MONSOON TEA

FINEST IN THE WORLD.
From Tea Plant to Tea Cup in its Native Purity.

PACKED BY THE GROWERS
And sold in the original packages, 1/2 lb., 1 lb. and
5 lb. caddles.

If your grocer has none, tell him to order from
STEEL, HAYTER & CO.
11 and 13 Front Street East, Toronto

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

PLAIN, LACQUERED AND DECORATED

BOVED BOXES

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IN THE MARKET

For sale at Manufacturers' Prices by the leading whole-
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throughout Canada.

Complete Illustrated Price List free
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"St. AUGUSTINE"

Registered at Ottawa.

Our "St. Augustine" (Registered) is
the perfect wine for communion or invalids.
Your wine merchant can supply you at \$4.50
a case, one dozen quarts. See that you get
the genuine article. All good articles are
counterfeited. See that our name is on label
and capsule.

Our "St. Augustine" (Registered), of
1841 vintage, a choice sweet, mild wine,
and equal to imported wines at double the
price.

J. S. HAMILTON & CO. BRANTFORD

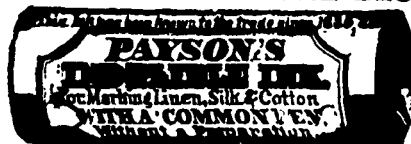
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"Surf" Sea Salt

is a new 15c. pkg., put up in 1 doz. 5 lb. pkgs. per case,
price \$1.25 per gross (12 cases) \$11. Wholesale houses
sell it. Pkg. is a new patent cardboard one, and hand-
somerly printed. Sales of first week in Toronto 120
cases. The salt is clear as glass and of a size that dis-
solves readily. It never gets damp, and contains no
dirt or grit. Analyses 99.93 per cent. pure salt. You
can work up a good salt trade if you try. Why not
do it?

TORONTO SALT WORKS, Toronto, Importers.

THE OLDEST - THE BEST



Trade supplied by all leading Drug Houses in the
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WE ARE SELLING:

Common English, Right and Left,
\$3.80 per dozen.



Hard Rubber, Reversible,
\$15 per dozen.



NEW YORK ELASTIC:

Single Water Pad, -	\$15 doz
" Enamel Pad, -	\$10 "
Double Water Pad, -	\$24 "
" Enamel Pad, -	\$16 "

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132 BAY ST., TORONTO

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43 and 45 William Street, - MONTREAL

OUR SPECIALTIES:

TURKISH DYES.

DR. WILSON'S HERBINE BITTERS.

Sole Proprietors of the following:

- Dow's Surgeon Oil Liniment
- Gray's Anodyne Liniment
- Dr. Wilson's Antibilious Pills
- Dr. Wilson's Pernian Salve
- Dr. Wilson's Itch Ointment
- Dr. Wilson's Sarsaparillian Elixir
- French Magnetic Oil
- Dr. Wilson's Worm Lozenges
- Dr. Wilson's Pulmonary Cherry Balsam
- Dr. Wilson's Cramp and Pain Reliever
- Dr. Wilson's Dead Shot Worm Sticks
- Nurse Wilson's Soothing Syrup
- Clark Derby's Condition Powders
- Wright's Vermifuge
- Robert's Eye Water
- Hurd's Hair Vitalizer
- Dr. Howard's Quinine Wine
- Dr. Howard's Beef, Iron and Wine
- Strong's Summer Cure
- Dr. Howard's Cod Liver Oil Emulsion

The Medical Profession a Privileged Class of the Community.

It is frequently urged that there should be no privileged classes in this republic of ours, and that class legislation is inimical to republican institutions. Whenever the medical profession ask for a medical bill someone is sure to object that physicians are seeking to make a close corporation of their business, and that injury will be done to those who have already practised medicine successfully without any such restrictions as are now asked. It therefore becomes pertinent to ask whether the medical profession has the right to expect class legislation granting physicians privileges not possessed by those engaged as artisans and mechanics.

It is claimed by many that the medical profession does not seek class legislation, and that medical bills have as their only object the protection of the public from ignorance and cupidity. But in our own study of the subject we have come to the conclusion that the statement contains only half the truth, and that it is for the public good that the practice of medicine be separated from the vocation of the merchant and mechanic, and made a special class by itself, with special privileges distinguishing it from the trades.

We have several reasons for the belief that medicine should be considered a privileged class of the community. In the first place, its practise requires a much higher education than demanded by the trades; greater intelligence is required to practise the art; greater responsibility entails on the physician, and greater dangers threaten the community from abuse. In the next place, what are known as business methods are denied the physician from the very nature of his business. While the merchant can advertise his wares and create a demand for them by claiming marvellous quality of texture and lowness of price, the physician cannot advertise to cure disease, his vocation being merely to assist nature in her efforts, and guide the patient to recovery through rational channels. Again, he is often called upon to treat the poor, who cannot pay him for his services, and, therefore, the practice of medicine is philanthropic.

The physician who practises medicine in a conscientious manner is the servant of the public in a way that no other class or vocations can lay claim to. The physician is called on at all hours of the day or night. He is obliged to give up many pleasures and privileges that the humblest artisan may enjoy; he is adviser, confessor, friend and brother to rich and poor alike. No man occupies such close and confidential relations as the family physician; no man has greater opportunities of evil, and temptations to wrong. And yet what class of the community is more worthy the trust reposed in it by the public than the medical profession?

Now, it stands to reason that a class in the community that comes into such close and intimate contact with family life, that

is entrusted with secrets that are of the most sacred nature, that requires a broad and liberal education, and a high degree of technical skill, should have special consideration from the community in regard to legislation in all matters affecting the personnel of the profession itself, and concerning the protection of the practitioner from invasion from without.

On the other hand, the public has a right to demand the highest motives and service from the profession in exchange for this protection. It has a right to demand that physicians shall study the causes of disease and their treatment, and publish the results of their observations for the public good. It has a right to demand that the profession shall protect the public from contagious diseases by quarantine, by the study of preventive medicine, by the education of physicians in every new discovery in hygiene, by teaching the public laws of health, and by every other known means to prevent disease in the community.

It is admitted that medicine is a liberal and philanthropic profession. It is admitted that the success of the physician in removing the cause of disease lessens at the same time the necessity of his services, so that, as the health of the community improves, his chances of obtaining a livelihood in the practice of his profession grow less and less. Why should it not also be admitted that the physician should receive in exchange for his self-denying labor special privileges in the form of protection from the quack and impostor by restrictive legislation?

If anyone wishes to test the altruistic nature of the services demanded of the physician let him call up the leading physician of the city some cold-stormy night in the depth of winter and ask him to attend a sick and suffering patient. How promptly and cheerfully he responds, and how grateful is the heart of the anxious parent or child for the relief given. Now, let him call up the leading merchant of the town, under the same circumstances, for some purchase that he may desire to make. It is not necessary to describe the probable result, or repeat the language that would likely be heard from the merchant under the circumstances.

The principal aim of medical laws is to ensure that no one who has not proved his possession of both practical and theoretical education shall practise medicine. If the actual effects of ignorance, cupidity, and pretence could be plainly stated, the demand for correct legislation would be so great that the profession would not have to ask for it. It would be instantly seen that a business in which health and life are at stake is in need of systematic regulation. On account of the ignorance of the public in matters medical charlatanism has always succeeded oftentimes better than legitimate practice. This being admitted is only a stronger argument in support of the theory that legitimate practice should be protected by law. Further, the practice of medicine

should be hedged around with such barriers that only those who are competent from preliminary education as well as medical training can enter the profession, and the vocation should be made a remunerative one, so as to attract into the ranks of the profession the very best talent and education among the youth of the land. Clearly, then, it is to the interest of the community that the medical profession should constitute a privileged class, that the practice of medicine should be regulated by law, and that the vocation of the physician should be a dignified calling equal in social status to that of any other walk in life.—*Dr. F. E. Stewart, in The New Idea.*

The Selling of Proprietaries.

In the concluding paragraph of the editorial in the October *Report*, on "The Legal Status of the Rebate System," we expressed the opinion that the control of the selling prices of proprietary medicines, so that ruinous competition might be prevented or minimized, rested wholly in the hands of the proprietors of such products, that there must be some plan whereby manufacturers can adequately protect their agents in the sale of their goods, and, if there was not, the logical effect of the absence of protection would be that the agents themselves would become manufacturers also, and competitors.

The whole question of the control of the selling prices of proprietaries is simply a question of business. It is not now a matter of ethics or sentiment. Which course of action would better pay the manufacturer—to guard the interests of his agents, the wholesale and retail dealers, or to ignore them? First thought suggests that it would be more profitable for the manufacturer to sell all the goods he could at the best prices, and let his agents take care of themselves. His profits would be secure, and why should he care for those of others? But a wiser business judgment tells the manufacturer, or should tell him, that there are serious dangers in such a course. His interests are bound up in the interests of his agents. The retail agents, especially through the absence of adequate protection, and in the presence of ruinous competition, have come face to face with the fact that it is simply idle business folly to handle goods which do not yield enough profit to pay for the cost of their handling. The retail agents must make financial ends meet. Self-preservation is Nature's first law. The agents have technical pharmaceutical skill, and what is more logical than that they should come to apply that knowledge to the preparation of proprietary remedies, and become manufacturers themselves?

This practice among retail druggists has been steadily growing in recent years, and, if something is not done, it will be simply a question of time until each of the larger manufacturers will have 45,000

competitors to meet in his own field. We are informed that the country stores, groceries and general stores of this State, and, perhaps, elsewhere, upon whom the manufacturers have been depending, will not handle proprietary medicines any longer, because there is no profit in them. The same thing is true in this city. If the retail druggists were to throw them out there would be no longer an outlet for their sale, and manufacturers would have to depend entirely on cutters, and not one-fourth of the public would go to them. True, the larger manufacturers might establish agencies in the larger cities, but with the active opposition of the many retail druggists against the few agencies, such an act would be a suicidal business policy.

We hardly think it possible, at this late day, for manufacturers to prevent the selling of proprietaries at cut rates, but we do think it possible that they can minimize the existing ruinous competition among retail druggists by making the conditions of purchase of goods equal between retail druggists and cutters. The cutter makes his profits on his special discounts. By buying in large quantities he can sell goods at retail, in some instances, for less than the retail druggist can buy them, and then make a profit. This is unjust. If manufacturers would have but one wholesale price for goods, whether the quantity bought was 1 dozen, 1 gross, or 1,000 gross the conditions of purchase would be made equal to all, and the ruinous competition that exists would be minimized in a day. Doubtless, at first thought, it may seem more profitable to sell 1,000 gross of an article for a heavy discount than it would be to sell 1,000 separate 1 gross lots; but we question whether there would be any practical difference to the manufacturer in the end. The heavy discounts now allowed on large quantity orders would probably more than pay the increased cost of handling a larger number of small quantity orders, and there would be this gain to the manufacturer, that he would secure the active co-operation of retail druggists in the sale of goods. The situation would be further simplified if manufacturers would market their goods only through wholesale druggists. By this means individual manufacturers could more readily exact conditions of purchase and sale.

It may be said that such a course of "one price only" would be contrary to the laws of trade. It might be if the articles handled were of known composition, and subject, in selling price, to the law of supply and demand. But since they are entirely proprietary in character—their composition not being public property—their prices are not governed by the laws of commerce, but are arbitrarily fixed by the manufacturers.

Horace Greeley once said that the way for the government of the country to resume specie payments was to resume. The way for manufacturers to

protect their retail agents in the sale of goods is to protect. One thing is certain, that if these agents are not going to be better protected in the future than they have been in the past they are simply going to protect themselves.—*Alumni Report, P.C.P.*

Department Store Pharmacy.

Pharmacy, being a department of medical science and practice, should be a liberal profession like the practice of medicine. The vocation of the pharmacist should be a peculiar calling in which technical knowledge and skill should win; not purely business methods. The pharmacist's thoughts should be more on how he can advance the knowledge of his art among those who are practising it as a profession than how he can conceal that knowledge for money-making purposes. He should remember that man is a drug-loving animal, and seek to protect him from the wiles of the charlatan and quack, not unite with them in deluding the public. The pharmacist who practises pharmacy as a liberal profession is a check on self-medication by the people, and an aid to the true physician in relieving the cause of suffering humanity; not one who aids humanity to suffer. It must be evident that such a pharmacist does not stand an equal chance with the business man, who, without knowledge of the effects of drugs, or the means for preparing and dispensing them in a proper manner, enters the sacred domain of pharmacy to make money out of the suffering sick. Such a one will do all in his power to increase self-medication. The more medicine people take the more money he makes. He belongs to the same breed as the nostrum maker, who devotes his efforts to creating a demand for medicine, and can see no more reason why he is doing a moral wrong to the community than the merchant in silk who would that all the world wore silk, and does what he can to convince mankind that silk should be worn.

Now, as the practice of true pharmacy requires a special education and training not required of the merchant; and as those who practise it as a liberal profession are giving humanity a much higher class of service than the merchant in medicine; and as the professional man is denied resort to business methods for creating a demand; and as he cannot secure a living income in competition with those who employ the ways of the merchant, it stands to reason that it is to the interest of the community that pharmacy should be separated from the trades and made a liberal profession, and the pharmacist protected from the so-called patent medicine manufacturer, department store and commercial competition in general, by restrictive pharmacy laws. Therefore department store pharmacy is an evil because it is taking out from the practice of pharmacy all financial inducement for educated men to enter or remain in the

profession, and forcing those who do remain to resort to the methods of the business man to make a living, to the neglect of scientific work and research, and the effort to benefit the community by protecting it from the pretence of commercialism.—*New Idea.*

Pharmacy Reform Should Commence at Home.

The majority of druggists spend too much time in fighting the outside enemy, while the domestic fiend is given a chance to bring in his fine work. They study the problem as to how they can cut another cent on Dr. Humbug's cure-all to go their neighbor "one better." If they would spend the same amount of time in thinking as to how they could improve their prescription department, the true pharmacy, they would do much better. The people in general are only too willing to give a druggist his due, providing he can impress them with the conviction that he is a druggist, and not a patent medicine vendor. Show the people that you are a druggist; that your laboratory is more than the mere sign in large type displayed at the back of the store. Show the physicians that while you dispense Dr. Humbug's syrup when called for, you have a syrup made in your own laboratory which will give more satisfaction. The public soon finds out a "druggist in a true sense of the word," and his reward will be the physicians' confidence and an increase in the prescription department, the true pharmacy.—*J. Diner, Bulletin of Pharmacy.*

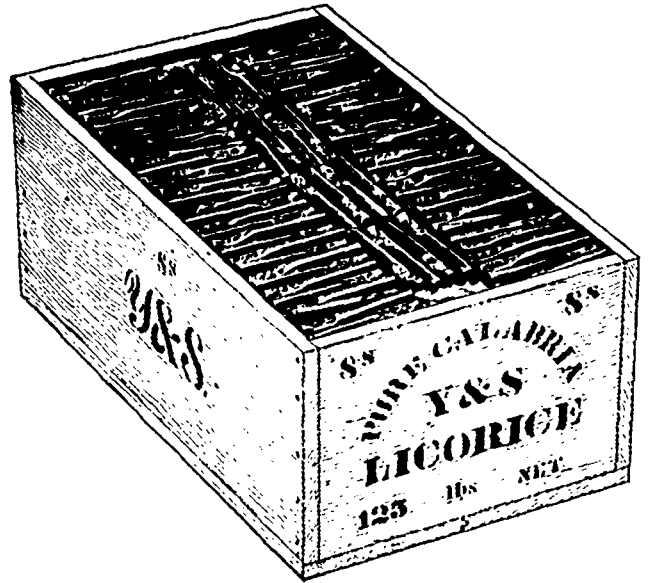
To Remove a Foreign Body from the Nose, Urethra, etc.

Beugnies describes a simple arrangement with which he removes foreign bodies from small passages. A hole is bored in the end of a probe and a thread fastened in it. This is then introduced into the passage and carefully pushed past the foreign body. The string then held in one hand and the probe in the other, the little whip thus forms a loop with which the foreign body is easily withdrawn.—*Gaz. Med. de Lieg.*

Antihakterin is a recent addition to the number of substances which have been recommended for infectious diseases, and particularly for tuberculosis. Antihakterin was described by Dr. V. Wachter at the recent meeting of the German Naturalists and Physicians as consisting of an orthoboric acid ethyl compound containing iron, which is to be used as an inhalation in conjunction with steam. The preparation forms a greenish yellow liquid, and, according to Dr. Wachter, is non-toxic.

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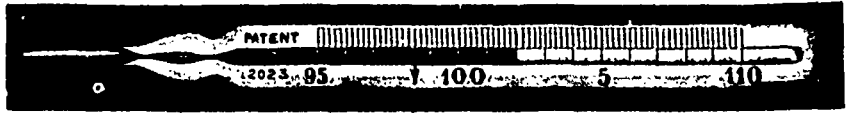
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The Metric System of Weights and Measures.

The United States Congress has never seen fit to exercise its constitutional power in regard to fixing the standard of weights and measures, but has left the states to establish such regulations as seemed to be necessary. The importance of uniformity was urged by President Washington in his message to the first congress, and a very elaborate report on the subject was submitted by John Quincy Adams when Secretary of State, in 1821, but the recommendations were never embodied in a statute.

By act of congress, May 19th, 1828, the brass troy pound weight, procured by the minister of the United States at London, was made the standard troy pound of the United States mint; and a series of standard weights corresponding to this was ordered to be made, from the hundredth part of a grain to twenty-five pounds.

The first and only general act of congress relating to weights and measures is that of July, 1866, which legalizes the "Metric System." It does not make the use of the weights and measures of this system obligatory, but declares their use to be lawful. A determined effort is now being made both in this country and England to make the metric system obligatory, so that it may come into general use in both countries. The final end in view is the establishment of this system as an international system of weights and measures to be employed by all nations. The advantages are apparent.

The standard of the metric system is the metre, which is the unit of length. The metre was obtained by a measurement of the quadrant of a meridian of the earth, and is about one forty millionth of the circumference of the earth at its poles. Practically, it is the length of certain carefully preserved bars of metal from which copies have been taken. It is equivalent to about 3 feet 3 inches, and $\frac{3}{8}$ of an inch.

The unit of surface of the metric system is the are, which is the square of ten metres, or, in other words, the square of a dekametre, and is equivalent to a square whose side is eleven yards.

The unit of capacity is the litre, which is the cube of a tenth of a metre, or, expressed in metric language, the cube of a decimetre. In other words, a cubical vessel whose sides measure a decimetre (inside) holds a litre, which is equal to 2.1134 pints.

The unit of weight is the gramme, which is the weight of that quantity of distilled water, at its maximum density (49 c.), which fills the cube of the one-hundredth part of the metre (cube of a centimetre, or, in other words, cubic centimetre, c.c.). The gramme is equivalent to 15.43235 grains, or about 15½ grains.

The denominations of the metric system are multiplied by the Greek words, "Deka," ten; "hecto," hundred; "kilo," thousand; "Myria," ten thousand. They

are divided by the Latin words, "deci," one-tenth; "centi," one hundredth; "milli," one thousandth.

We have, therefore, the dekametre, hectometre, kilometre, and the decimals, decimetre, centimetre, millimetre. In the same manner we have the kilogramme, milligramme, centare, etc.

The following table will illustrate the matter graphically.

1 millimetre, written	0.001
10 millimetres make one centimetre, written	0.01
10 centimetres make one decimetre, written	0.1
10 decimetres make one metre, written	1.
10 metres make one dekametre, written	10.
10 dekametre makes one hectometre, written	100.
10 hectometres make one kilometre, written	1000.
10 kilometres make one myriametre, written	10000.

By substituting the words, are, gramme, or litre, for metre, in the above table, and using the same prefixes, a set of tables may be made which will graphically represent all the denominations of the system.

In writing prescriptions, and in dispensing, solids should be weighed, and liquids measured. This rule should always be observed to secure uniformity in dosage. In the practical working of the chemical laboratory, the gramme and its divisions have been used for weighing, and the cubic centimetre (c.c., or fluidgramme) for measuring liquids, ever since the introduction of the system, and no trouble has been experienced in working under this rule. A gramme and a cubic centimetre of distilled water are identical, but owing to greater or less density cubic centimetres of other liquids weigh more or less than a gramme. But if the c.c. is taken as a unit of capacity only, and the gramme as a unit of weight, all difficulty is avoided. For example, dissolve one gramme of sugar in sufficient quantity of water to make 10 c.c. It is evident that each c.c. of this solution contains 1 decigramme of sugar. By keeping the c.c. intact and varying the strength of the solution, each c.c. can be made to contain any stated amount of sugar from saturation to infinity.

Of course the only way to learn the metric system so that it may be of practical use is to learn to think in it. There is no use of expecting proficiency if the older systems are to be used as crutches. Better discard the new system altogether than to go around like a cripple. Think in metres instead of yards, decimetres instead of inches, kilometres instead of miles, grammes instead of grains, cubic centimetres instead of fluidrachms, and the problem of adopting the metric system will be easily solved.

Every physician and pharmacist should provide himself with sets of metric weights and measures, and use them to the exclusion of the old as far as practicable. The

greater convenience in calculation after the new system is once mastered will commend itself to all. Much of the practical bearing of the subject can be learned in no other way.

The American Association for the Advancement of Science says that the following lines are all that is necessary for the physician to learn in order to prescribe in the metric system:

1,000 milligrams make one gram.
1,000 grams or cubic centimetres make one kilo or litre.
65 milligrams make one grain.
15½ grains make one gram.
21 grains make one ounce, troy.—*E.v.*

Kipling's Rare Gift of Observation.

An intimate friend of Kipling's, with whom he was for some time associated in editing a paper in India, recently remarked: "While possessing a marvellous faculty for assimilating local color without apparent effort, Kipling neglected no chance and spared no labor in acquiring experience that might serve a literary purpose." One who has been permitted to read in advance Kipling's new serial story, "Captains Courageous," which begins publication in the current number of *McClure's Magazine*, finds this habit of Kipling's especially manifest in that story. Dealing with a phase of life far apart from the ordinary—that of the Gloucester fishermen on the Grand Banks—the story reads as if some actual fisherman, suddenly lifted out of his lifelong condition and endowed with the gift of literary perspective and expression, was looking back on it and writing out his own experience. The brevity, the directness, the perfect ease and naturalness with which the daily round of labor and adventure is set forth, show that Kipling must himself have been through it all, and, by his "marvellous faculty for assimilating local color," made it, as it were, bone of his bone and flesh of his flesh.

Infection from Books.

So many well-authenticated cases of disease in which infection was transmitted by means of books, papers, and letters have been reported that the medical profession are compelled to turn their attention to this evil. With an increasing thirst upon the part of the general public for knowledge, there must be a continually growing number of circulating libraries, and consequently a greater chance of infection.

Experiment has shown that pus streptococci, pneumonia diplococci, and the bacilli of tuberculosis and diphtheria, and others, when deposited upon the leaves of a book or inclosed in the pages of a letter, are capable, after several days, of transmitting these maladies to animals inoculated by bouillon in which pieces of the leaves have been soaked.—*Selected.*

The Science of Optics.

By LIONEL LAURANCE.

Entered according to Act of Parliament in the year 1896, by Lionel Laurance, at the Department of Agriculture.

Primary Ametropia.

The *strongest* + sph. lenses through which $V. = \frac{20}{30}$, or the best $V.$ obtainable, are given in $H.$ in order to suppress the employment of $Ac.$ for distance, but notwithstanding that in testing the sight you select the very strongest that can be used without causing blur you have by no means discovered the full extent of the defect.

The law of nature is that a muscle constantly employed develops and becomes strong. The hyperope is constantly using the sphincter muscle of the ciliary to accommodate, for he must, in order to see, exert that function not only for near work, as does the emmetrope, but also for distant objects. The consequence of this is that the sphincter of the ciliary develops exceedingly, becomes much stronger than the radiate, and entirely overcomes it. Therefore, unlike the emmetrope, the hyperope cannot relax his accommodation at will. The strongest + sph. lenses through which $V. = \frac{20}{30}$ will cause the $Ac.$ to be relaxed so far as it is possible, but a certain portion is still unrelaxed.

The part of $H.$ which can be discovered and corrected at once by means of + sph. lenses is called the manifest $H.$, and the part that is still hidden by the unrelaxable contraction of the ciliary is called the latent $H.$ The combined latent and manifest is called the positive or total $H.$

Oculists, by using a mydriatic such as atropine, paralyze, temporarily, the action of the ciliary, and can thus measure the exact amount of the total $H.$, which is, however, never fully corrected until late in life, but about 1 D. left uncorrected, a total correction by lenses in youth and middle age not being advisable. The use of atropine has its advantages and also its disadvantages, chief among the latter being the fact that it takes a few days to thoroughly act, and for its effects to pass away, during which time the patient is unable to follow his ordinary occupation. Also the glasses fitted under its influence often prove far from satisfactory, as when the effect of the drug is gone the unequal tension of the two sets of fibres of the ciliary again shows itself.

Anyhow, an optician cannot use a mydriatic, and luckily, as a rule, more satisfactory results are obtained without its use.

The younger the person the greater is the proportion of the latent to the manifest $H.$ The former, as has already been shown, can be exactly measured; the latter can only be calculated in this way. An emmetrope uses no $Ac.$ on parallel rays, and the place of his P.P. will show the amplitude of his $Ac.$, which is almost of a fixed extent according to age (see previous chapter). A hyperope with the

same amount of $Ac.$ has his P.P. further away because he has to use $Ac.$ to render parallel rays sufficiently convergent to be brought to a focus on the retina, and he therefore has not in reserve so much to employ on divergent rays as the emmetrope has. For instance, in $H.$ of 1 D., the person being twenty years, and having an amplitude of 10 D., must exert 1 D. of $Ac.$ in order to see distant objects and therefore has only 9 D. in reserve for near objects. His P.P. will be found at $4\frac{1}{2}$ inches, whereas in emmetropia with a similar amplitude it would be at four inches.

Now, having fitted the distance glasses as before directed, with these in the frame find the nearest point of $V.$, this the P.P. with the glasses. In a given case say that +2D. lenses are the strongest that can be accepted, and the customer is twenty years old. You would now expect to find the P.P. at four inches, if all the $H.$ were corrected, but instead you find that it is at five inches, showing that he can exert only 8 D. of $Ac.$ on divergent rays, then, as according to age he should have 10 D. amplitude with the P.P. at four inches, he must be using 2 D. of $Ac.$ over and above the glasses to focus parallel rays; he has therefore 2 D. of latent $H.$ Without glasses he would have to exert 4 D. $Ac.$ to focus parallel rays on to the retina, and his P.P. would be still more distant.

As the amplitude of $Ac.$ decreases with age, so the proportion of latent to manifest $H.$ also decreases.

A hyperope of 4 D. might have at			
10 years of age	1 D. Manifest	and 3 D. Latent.	
20	" " " 2 D.	" " " 2 D.	" "
30	" " " 3 D.	" " " 1 D.	" "
40	" " " 4 D.	" " " None	" "

These are but approximate figures, but they will do to convey the idea desired, as from this it can be understood that young people seldom get sufficient correction in $H.$

After a young person has been fitted with those lenses that correct the manifest $H.$, and the glasses are constantly worn, the tension of the sphincter of the ciliary becomes greatly lessened, and soon some of the latent $H.$ will become manifest. In some cases the sight will not be so good as when the lenses were first fitted, and in others it will be about the same. If he be retested a couple of months later you will find that you can increase the strength of the lenses, which increase represents the amount of the latent $H.$ which has become manifest.

When the hyperope is under twenty years old three different tests, at intervals varying from one to three months, are necessary to properly correct the defect. When over twenty years old a couple of tests are necessary, and when over thirty one suffices, as then the proportion of

latent $H.$ is very small. The same rules are to be followed at each test. Give the strongest lense to each eye that it will accept when the two eyes are directed to the distant test card, and which makes $V. = \frac{20}{30}$ or the best $V.$ obtainable.

Suppose that it were possible to employ a mydriatic, and you could thus learn the degree of the total $H.$, it would not be of very much advantage, as you could not give lenses to fully correct the defect. The first correcting lenses for young people in many cases should not be stronger than those that correct one-third or one-half of the total $H.$, and the strength can be increased gradually as the eyes learn to relax the $Ac.$ until all the defect less 1 D. is corrected. Here is one of the advantages of testing without atropine; you cannot over-correct, as the very strongest lenses that do not blur $V.$ cannot possibly be more than what corrects the manifest $H.$

Let this be illustrated. A person 20 years of age has $H.$ 3D. His $V. = \frac{20}{30}$ without lenses. The refraction of the eyes are 47D and he exerts 3D $Ac.$ in order to converge parallel rays to a focus on the retina; this he must do, otherwise $V.$ would not equal $\frac{20}{30}$. On testing his sight you find the strongest lenses with which $V. = \frac{20}{30}$ are +1.50D; with these the sight is comfortable, and he cannot take anything stronger, because he cannot relax his $Ac.$ any more. With the glasses he makes out the letters on the line No. 20, because the refraction of the eyes is 47D, the $Ac.$ still used is 1.50D and the lenses are 1.50D, total refractive power 50D, or just that quantity necessary for focussing parallel rays to a distance of .9 in. behind the cornea. If you gave him +2D lenses his $V.$ would no longer equal $\frac{20}{30}$, because the total refraction of the eye, the $Ac.$, and the lenses would amount to 50.50D, or half a diopter more than that quantity with which it is possible to get parallel rays focussed on the retina. He would with the +2D lenses be practically myopic 0.50D, and would therefore not be able to see the No. 20 line; his sight would be blurred with these glasses.

The emmetrope uses $Ac.$ for near points only and relaxes it when viewing distant objects. The hyperope uses $Ac.$ for both distant and near objects, and therefore never obtains a rest for the ciliary muscle; only when he sleeps is a partial relaxation obtained, that is to the extent of the manifest $H.$ The consequence of this constant exercise of the sphincter of the ciliary is, as before stated, to cause it to become stronger than the radiate, and overcome it, so that it is never possible until about the age of 40 to fully correct the $H.$, nor is it desirable; 1D or more of the defect is up to that age left uncorrected, but to the optician this is of no moment, as the part that is not corrected is not made manifest in the test and need not be considered.

$H.$ is made known by pain in the eyes, fatigue, and dimness of the sight for close work, with a desire for rest after they have

MONTREAL OPTICAL COMPANY

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1873-1896

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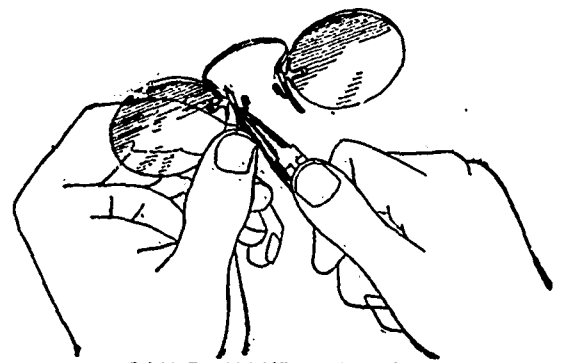
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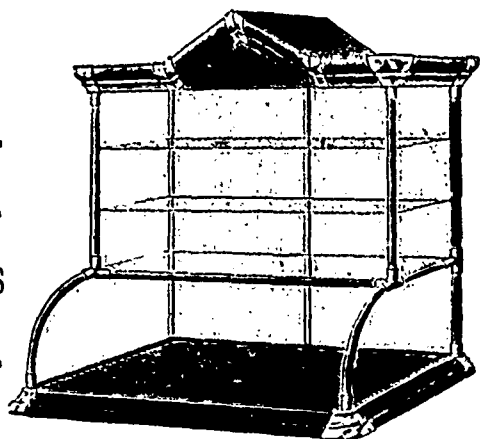
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We carry THE LARGEST STOCK of any house IN THE DOMINION, and guarantee every article to the satisfaction of the purchasers.

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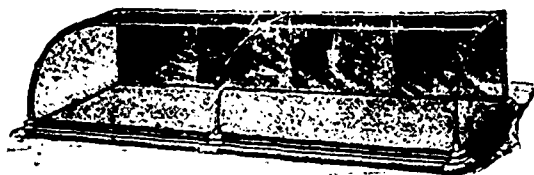


THE CANADIAN OFFICE & SCHOOL FURNITURE CO. LTD. PRESTON, ONT.

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Manufacturers of

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FIRST-CLASS WORKMANSHIP. LOWEST PRICES.

Special Attention Given to Fitting Drug Stores

Estimates and Designs Furnished on Application.

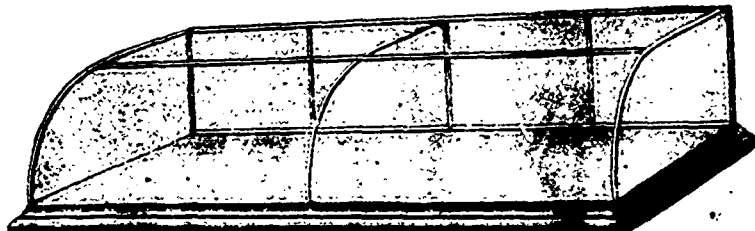
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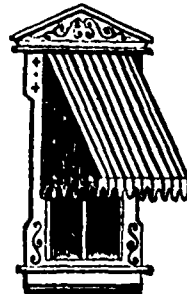
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237 King Street,

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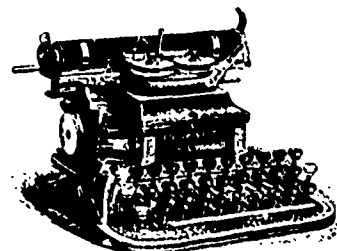
Made by experienced workmen, and of the best materials, at prices as low as is consistent with good work and materials.

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Wm. Bartlett, 16 Adelaide St. West, TORONTO.

THE UNIVERSAL GRANDALL

— NO. 3 —



Just Out

WRITING IN SIGHT. INTERCHANGEABLE TYPE. PERMANENT ALIGNMENT.

THE LATEST IMPROVEMENTS! WHAT MORE CAN YOU ASK?

Write for catalogue.

THE GRANDALL MACHINE CO. GROTON, N.Y.



Sold from Halifax to Victoria

BY

HALIFAX { Brown & Webb, Simson Bros. & Co. Forsyth, Sutcliffe & Co.
ST. JOHN—T. B. Barker & Sons.
YARMOUTH—C. C. Richards & Co.

MONTREAL { Kerry, Watson & Co. Lyman Sons & Co. Evans Sons & Co. Lyman, Knox & Co.
KINGSTON—Henry Skinner & Co.

TORONTO { Lyman Bros. & Co. Evans Sons & Co. Northrop & Lyman, T. Milburn & Co. Elliot & 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—Langley & Co.

QUEBEC.—W. Brunet et Cie.

ST. JOHN.—Canadian Drug Co. S. McDia mid & Co.

PRESCOTT.—T. W. Chamberlain & Co.

MONTREAL.—Huden, Huber & Co.

been used for some short time. The sight for reading, sewing, etc., might be good if the defect is slight and the above symptoms are felt only after application of the eyes for close work for a certain time, which varies according to the extent of the defect. In such cases the distant V will most likely be found normal and $V = \frac{2}{3} \sigma$ or $\frac{2}{3} \sigma$. If the defect be of a higher degree the symptoms of pain and dimness are more pronounced, and perhaps fine print will not be legible at all and the distant V will be found defective, say, $V = \frac{2}{3} \sigma$ or $\frac{2}{3} \sigma$ or $\frac{2}{3} \sigma$.

Women are very subject to headaches over the eyes and to the sides just above the cheekbones. The former are caused by strain on the ciliary, the latter by strain on the external recti. If close work be continued without correcting lenses the eyes are very apt to get red, inflamed, and irritated, so that wind, dust, and sunlight cause considerable annoyance. Complaint is often made that the eyes feel more tired at night than early in the day, which is quite natural, as, of course, the ciliary muscle must be more fatigued after being exerted without any rest at all for many hours. Inflammation or redness of the lids, tumors, styes, etc., are common in H, and generally cured by the correction of the defect.

Advertising.

Practical Hints on Advertising.

Copyrighted, 1896, by CHARLES AUSTIN BATES, New York.

When a man cuts off all worthless "schemes" he is really not decreasing his advertising. He is simply declining to spend money for things called advertising by courtesy, or through ignorance. The trouble is that when a man starts to cut off his advertising expense, he cuts off the good things and lets the bad ones stay. If he is spending a thousand dollars in the newspapers, he cuts that down to five hundred dollars, and congratulates himself that he is saving five hundred dollars. At the same time he lets two and five and twenty-five dollars go out into all sorts of schemes, and doesn't count the amounts because they are so small.

He ought to cut off every one of these things, and put all the money into the best papers. When a man cuts down his newspaper space, the chances are ninety-nine in a hundred that he is going to cut off some patronage with it. There are a few men who use more space than is necessary. There are a great many more who do not use half enough space.

* * * *

I was very much astonished some time ago when a bright New York business man told me that he was going to stop his newspaper advertising. He said that he had just moved into a new store out of the old one; that he had a better location, and a better building, with twice as much

room in which to carry a great deal better stock.

He said he paid twelve thousand dollars rent for the old store, and twenty-four thousand dollars for the new one. He spent nine thousand a year in advertising his old store, and made a success of the business. He intended to cut off this nine thousand dollars of "expense," and with it pay the additional rent for the new store, thereby evening things up very nicely.

I was never more surprised in my life than when I heard of this plan. I told him that, from my standpoint, it looked as if he had increased his capacity for business, increased his stock, increased his rent and all of the other expenses, and that now he must certainly do something to bring in business that would bring in the profit that would pay these additional expenses, and that instead of cutting down his advertising from nine thousand dollars to nothing he ought to cut it up to about fifteen or twenty thousand dollars. I don't think he has done this, but he is advertising now, I believe, just about as much as he did before.

* * * *

The only time when I would cut off my advertising would be when I had more business than I could possibly attend to, and when I had made up my mind that I would not increase my facilities. If I were making all the money that I wanted to make, if my business had reached a proportion which completely satisfied my ambition, I would stop advertising. Even then I would not stop for very long, because, if I did, the business would start on the down grade. You have to advertise to make business and to hold it and to increase it.

* * * *

An ad. ought, above all things, to be natural. It ought to sound as if somebody were talking. There should be no apparent effort to be colloquial. It is better to be stiff than to be colloquial awkwardly. If you can't be easy in your manners in your advertising, don't try. If it isn't natural for you, don't try it.

* * * *

There isn't anything more despicable on this earth than a hypocrite, and hypocritical advertising is the worst possible kind of advertising. If you don't feel good-humored and cordial—if you don't feel like greeting your prospective customers in an off-hand colloquial way, don't try to do it, because, if you do, you will fail. The trick can be learned, of course. A man frequently has to write ads when he doesn't feel just exactly like it, and he can learn to do it so that the result will be just about the same, but he will have to work a great deal harder to accomplish it at some times than at others.

* * * *

The quicker advertisers learn that good advertising doesn't consist merely of neatly turned phrases and an off-hand

style of writing, the sooner advertising will begin to improve.

In an advertisement of the Philadelphia *Item* the first sentence was: "It's not what you say, but the way you say it." I think that is the most utterly absurd proposition that it is possible to make in regard to advertising. It is ridiculous on the face of it. Anyone who is at all inclined to be speculative would be entirely justified in waging his last dollar on the proposition that "what you say is more important than how you say it."

According to this Philadelphia *Item* ad. the statement that the *Item* has a hundred and ninety thousand circulation every day is of less importance than the wording which is used to convey that information. Following out this line of logical reasoning, one would say that if there was a weekly paper in Philadelphia with a thousand circulation which had the "gift of gab" sufficiently well developed, it might tell the story of its thousand circulation in such an enticing way as to make it appear that that paper was more valuable to advertisers than the *Item* with its hundred and ninety thousand circulation.

I do not mean to say that the expression of an idea is not of great importance. Undoubtedly the story of the Philadelphia *Item's* hundred and ninety thousand circulation could be told in a convincing way, and in a way that would not be convincing. There is no question about that; but an ad. has to have something to start on if it is to be convincing. It has to have some statement which it wishes to convince people is true. The facts come first. It doesn't do any good to advertise something you haven't got. What you say is the first thing to think of—how to say it comes afterward.

* * * *

Advertising isn't cuteness. It is plain, hard, cold, business sense. A little humor or a little pleasantry isn't a bad thing sometimes, but the main thing is to get the facts forcibly before the people most likely to be interested.

Advertising by Retail Druggists.

"It is a sure thing," writes Mr. Theodore Hamilton, "that they do not advertise enough. Most of them do not advertise at all. I don't know why. The drug business is a large one. There is a red and green light showing up from almost every corner. Competition is fierce. The man who advertises for it is sure to get the cream of the trade in his vicinity. The man who doesn't advertise is sure to be bowled out by the man who does. No druggist should wait at his particular corner and be contented with the trade that comes his way. That isn't business. If a man farther down the street advertises properly, people will go past your store to get to his. If you advertise properly, people will go a long way out of

their way to get to you. As in every other business, the advertiser is the man who gets to the front, and stays there.

"The question is, then, how to advertise properly.

"Here's a thought to commence with. The woman of the household attends to the medicine business. Men don't think much of medicine, as a rule, and proceed on the 'I'll be all right to-morrow' principle. Not so with a woman. She believes in medicine, and she insists on the man taking medicine, and either goes for it or sends for it. Naturally, she goes or sends to the druggist she knows. She knows the druggist who has sought and secured her patronage. The way to do this is to advertise the little things every druggist sells and every woman needs. I mean colognes, soaps, powders, brushes, cosmetics, and the like. These are easy things to advertise. There are lots of taking, pulling things to say about such articles, and they can be said in a dainty way that will catch a woman. And when you have a woman customer for such things, you have a mortgage on the steady custom of the whole house for everything in your line.

"Advertise only one thing at a time, though. Don't put sponges, cosmetics, tooth-brushes, colognes, and toilet soaps into a mortar, and pestle out one of those awful price-list advertisements. Write an attractive little paragraph about one thing one time, and take something else the next time, and so on.

"Here's another 'don't.' It may be all right to boom a seasonable patent medicine—particularly if its proprietors pay the bills—but don't print a list of patent medicines with their prices, and call it an advertisement. It isn't. It fails to leave any distinct impression on the mind of the reader. It may not be a total waste of space, but you can use your space to infinitely better advantage.

"One very telling point to make in drug store advertising is the absolute purity of your stock. Another is the extreme care used in compounding prescriptions. Harp on these things. Ring the changes on them up and down the scale. Think of new ways of briefly, but forcibly, telling the public about them. It will pay you. It's good advertising. It covers just the point people want to be assured about, and if you peg away at it you will make a lasting and profitable impression.

"About three inches single column, or two inches double, is the right space. Use a pretty cut or striking headline, or both. If only the latter is used, have it set in big type—big enough to take up fully half the space. Make it say something strong and striking about the article advertised. Advertise only one thing at a time, and use the fewest possible words in telling about its virtues and value.

"Another thing—don't advertise cutting prices. People are not looking for bargain sales nor remnant sales in drugs and medicines. They are not as anxious

about saving three halfpence as they are about getting the real pure thing needed to help them, and they are likely to be suspicious that a 'cut' article is a cut-quality article. Perhaps they have no good ground for such suspicions, but they have 'em just the same. Besides, almost everybody has a natural, deep-down dislike for the 'cutter.' They feel as if, somehow or other, it wasn't playing fair, as if there were something mean about it, as if, by some trickery or other, somebody's bread were being taken out of somebody's mouth. A transient, unreliable trade may be attracted by such methods, but not regular all-the-year-round customers.

"That's why we believe it to be bad business."—*Magazine of Pharmacy.*

Why Should a Pharmacist Subscribe for a Drug Journal?

This question was asked of quite a number of prominent druggists in different parts of the country, and their views are as follows:

(1) I not only take all the prominent pharmaceutical journals, but require my clerks to do the same. It is the only way I can keep up with the times. For everything new and of interest to the pharmacist is to be found in them.

(2) It is a very poor journal that I don't get information worth more than its annual subscription out of a single issue.

(3) Why, everything that is new and novel is advertised in them. I find the advertising as great an advantage as the reading matter.

(4) I find what other druggists are doing.

(5) It is the only reliable way I can be posted as to the new preparations.

(6) I keep them bound, and find them invaluable as a book of daily references.

(7) I never thought journals of pharmacy were of much value to a retailer until last summer. I was visiting a prominent summer resort, and in conversation with a gentleman at the hotel he said: "I have some prescriptions I wish to have prepared. Now, I will go out and see who is the best druggist." I asked him how he would form his conclusion. He said: "I will call at each store (seven in all), and ask them what pharmaceutical journal they take, and the one that has the most, why, I will have him fill my prescriptions."

(8) I not only find valuable information in them, but do not see how my clerks could ever learn the business without them.

(9) The pharmacist who does not take a journal is a back number.

(10) It is in the journals we gain our knowledge, beginning where we left off after leaving the college of pharmacy; the daily progress of pharmacy is here re-

ported, and it is the only way to keep up with the times.

(11) It is the only way I can keep posted as to the market reports. This alone is worth more than the subscription price each issue.—*American Druggist.*

Maxims for Pharmacists.

Prepared by R. S. VITT, Ph.G.

'Thoughts are our own, words no longer.

Have a place for everything and have everything in its place.

Use great care and good judgment in selecting your apprentices.

Refinement and culture should not be merely physical. They should be moral and spiritual as well.

"All work and no play makes Jack a dull boy." This applies to a good many drug clerks. Proprietors should know that it is to their business advantage to allow their clerks an airing.

It is a mistake to fancy that a good education is only for the professional man. Why should not all persons want a generous education? But unless education strengthens manhood, it is fruitless. Man is intended to do something for the world.

Am I adapted to this business? This question every young man must answer for himself. Many fail in life because they do not follow the calling to which they are adapted. Life and time are too precious to be wasted in making an experiment first with one line of action and then with another.

Our individual thoughts and acts are imperishable. Every deed we perform has an outward and an inward office. The moment we influence others, we ourselves are influenced. Conduct has its bound and rebound. A good deed is eternal, and no power on earth can blot out the influence of an evil deed.

When you have fully determined your future career be careful, yes, very careful, in choosing your preceptor. If you get with a capable man, one who knows his business and has a reputation for integrity and honor, then you will make rapid headway and the study will be a pleasure to you; but if, unfortunately, your lot should be cast with a man whose only object is to make money, do not at any cost sacrifice your honesty to his caprices, but maintain your right for honorable dealing and you will be rewarded.—*Meyers Bros. Druggist.*

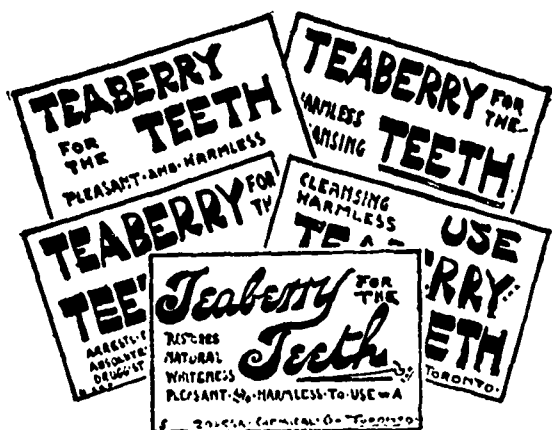
Oxysparteine Hydrochloride.

Oxysparteine hydrochloride, according to Langlois and Maurange, is of greater value than sparteine itself in combating heart affections during chloroform narcosis. For this purpose 0.03 and 0.04 gm. of oxysparteine hydrochloride and 0.01 gm. of morphine hydrochloride are injected subcutaneously one hour before operation.

FROM HALIFAX TO VANCOUVER

WE ARE ADVERTISING

Teaberry for the Teeth



And nine out of ten druggists are making money handling it. If you are the tenth, think it over. The best tooth powder made—the best known in Canada—the most widely advertised. We think it will pay you to order from your jobber. Try a trial order.

Zopesa Chemical Co., Toronto, Can.

Wine of the Extract of Cod Liver

Sold by all first-class Chemists and Druggists

CHEVRIER

General Depot:—PARIS, at, Faubourg Montmartre, at

This Wine of the Extract of Cod Liver, prepared by M. CHEVRIER, a first-class Chemist of Paris, possesses at the same time the active principles of Cod Liver Oil and the therapeutic properties of alcoholic preparations. It is valuable to persons whose stomach cannot retain fatty substances. Its effect, like that of Cod Liver Oil, is invaluable in Scrofula, Rickets, Anæmia, Chlorosis, Bronchitis, and all diseases of the Chest.

Wine of the Extract of Cod Liver with Creosote

General Depot:—PARIS, at, Faubourg Montmartre, at

CHEVRIER

Sold by all first-class Chemists and Druggists

The beech-tree Creosote checks the destructive work of Pulmonary Consumption, as it diminishes expectoration, strengthens the appetite, reduces the fever, and suppresses perspiration. Its effect, combined with Cod Liver Oil, makes the Wine of the Extract of Cod Liver with Creosote an excellent remedy against pronounced or threatened Consumption.

A Perfect Toilet Gem.

**Areca
Nut
Tooth Paste**

The drug trade of Canada will find this one of the most satisfactory articles on the market. The package is convenient and attractive.

Kindly make sure the ARECA NUT TOOTH PASTE offered you is made in WINNIPEG. The genuine is for sale by

- Lyman Bros. & Co., Toronto.
- Elliot & Co., Toronto.
- Evans & Sons, Montreal.
- Lyman, Knox & Co., Montreal.
- Lyman, Sons & Co., Montreal.
- Kerry, Watson & Co., Montreal.
- J. Winer & Co., Hamilton.
- J. A. Kennedy & Co., London, and by

THE
MARTIN, BOLE & WYNNE CO.
WINNIPEG.

Gray's

- CASTOR-FLUID**
For the hair.
- DENTAL PEARLINE**
An excellent antiseptic tooth wash.
- SULPHUR PASTILLES**
For burning in diphtheritic cases.
- SAPONACEOUS DENTIFRICE**
An excellent antiseptic dentifrice.

These Specialties

All of which have been well advertised, more particularly the "Castor-Fluid," may be obtained at all the wholesale houses at Manufacturer's price.

HENRY R. GRAY

ESTABLISHED 1859.

Pharmaceutical Chemist
22 St. Lawrence Main Street
(Cor. of Laguchetiere)
MONTREAL

BIRD

SEED



Is put up by us in attractive 1 lb.-packages. Each package contains a five-cent cake of "Bird Treat" and piece of cuttle-fish bone.

It is well advertised, and sells readily at 10 cents, leaving retailers large profit.

Sold in 24 lb. and 35 lb. cases by all wholesalers, or

NICHOLSON & BROCK
Colborne Street - Toronto, Ont.

GILLETT'S LYE
Perfumed
Powdered

FULL STRENGTH

Is the BEST LYE, and easiest to sell. Handled everywhere by all good Druggists.

GILLETT'S CHEMICAL WORKS
(Established 1852)

Chicago, Ill. London, Eng. TORONTO, Ont.

BOOKS FOR DRUGGISTS

WRITTEN BY EXPERTS

Manual of Formulæ.

\$1.60 POST FREE.

MORE than 1,000 reliable formulæ connected with every department of modern pharmacy, carefully arranged for ready reference. Indispensable to chemists.

Practical Dentistry.

50c. POST FREE.

THE main features of the surgical and mechanical branches of the Dentist's Art are practically dealt with. Written specially for Chemists by a Dental Surgeon. Pharmacists practising, or desiring to practise, dentistry will find it specially suitable to their requirements.

Minor Ailments.

\$1.50 POST FREE.

DIRECTIONS for treatment of the slight affections, accidents, etc., daily brought under the notice of the "counter prescriber." The most modern and effective methods are described, and the most recent of proved remedies pointed out. Produced under the direction of an experienced medical practitioner.

Diseases of Dogs and Cats.

75c. POST FREE.

THIS work has been specially written for Chemists by an experienced Veterinary Surgeon. It deals practically with the treatment of all ailments by the most modern methods.

Practical Dispensing.

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Formulary.

HAIR WASH.

Soap, genuine castile.....1 ounce
 Soap bark.....1 ounce
 Glycerine, alcohol, of each.....2 ounces
 Carbonate of potassium.....120 grains
 Oil of almonds.....50 grains
 Water, a sufficient quantity to make one pound.

Dissolve the soap in sufficient water by means of heat, add the soap bark and the other ingredients, cork, and let stand for several days, and then filter.

TOILET CREAM.

Cold cream
 Oil sweet almonds
 Glycerin
 Boric acid, of each.....5 parts
 Solution soda.....12 parts
 Mucil. quince seed (1:8).....25 parts
 Water.....143 parts
 Oil bitter almonds
 Oil rose.....Enough to perfume

Heat the cold cream, oil, and soda solution together, stirring constantly until an emulsion is formed; then heat together the glycerin, boric acid, mucilage, and water; mix with the emulsion, stir until cold, and add enough water to make 200 parts; finally, add the perfume.—*South-ern Journal of Pharmacy.*

SHAMPOO POWDERS.

Ammonium carbonate.....1 part
 Borax.....1 part
 Quillaya bark.....2 parts

Powder the ingredients, mix, and add sufficient oil of bay to give a slight perfume, to which may be added any other desirable perfume. Divide into packages of about ¼-ounce in weight, each of which suffices for one shampoo. Directions to go with the powders: "Put the powder in a mug provided with a cover; pour on about a cupful of boiling water, cover, and let stand for a few moments. When cool enough, use as ordinary sham-poo liquor."—*National Druggist.*

BATH PASTE.

Bicarbonate of soda.....3 ounces
 Tartaric acid.....2½ ounces
 Powdered starch.....4½ ounces
 Oil of almonds.....2 ounces
 Otto of rose.....2 drops
 Oil of lavender.....4 drops

Gently dry the soda and acid. Mix the soda with the starch, then add the acid. Mix the oils together, add to the powders, make into a stiff paste, and bottle. A large teaspoonful should be added to each bath.—*Exchange.*

GLYCERIN CREAM.

Corn starch, in fine powder..6 drachms
 Boric acid.....2 drachms
 Carbolic acid.....30 drops
 Glycerin.....6 fluidounces
 Water.....14 fluidounces
 Perfume, to suit.

Boil the starch with the water until a perfect paste is obtained. Dissolve the boric and carbolic acids in the glycerin, and incorporate with the paste. Then add the perfume.

OILY ANILIN PAD INKS.

RED.

	Parts.
Oil-soluble Bordeaux-red arilin..	1.5
" scarlet anilin.....	1.5
Crude oleic acid.....	5
Castor oil.....	95

Rub the anilin colors very fine with oleic acid, then add the castor oil, and warm the whole gently, stirring all the time, until it reaches a temperature of 40° C.

The following are prepared in the same way:

BLUE.

	Parts.
Oil-soluble anilin blue.....	3
Crude oleic acid.....	6
Castor oil.....	94

VIOLET.

Oil-soluble anilin violet.....	3
Crude oleic acid.....	6
Castor oil.....	95

BLUE-BLACK.

Oil soluble anilin black.....	5
Crude oleic acid.....	6
Castor oil.....	94

GREEN.

Oil-soluble anilin blue.....	2.5
" citron yellow.....	1.5
Crude oleic acid.....	5
Castor oil.....	95

—*Meyers Bros. Druggist.*

CLEANSING PREPARATION.

An imitation of the cleansing preparation sold under the name of "Seifenmilch" (soap milk) can be made by emulsifying 500 grams each of benzol and petroleum ether with five grams of opodeldoc soap, and *quant. suff.* of water. The soap is dissolved in 50 to 60 grams of lukewarm water and the ethereal mixture added by degrees, and shaken up until the emulsion forms. If this does not occur when about half the ether has been added, from 50 to 100 grams of water, at 60-80°C., are run into the flask, and the agitation repeated, a treatment that will greatly assist the operation. The finished preparation effectually removes grease stains.—*Pharm. Post.*

FASTENING SIGN LETTERS TO WINDOWS.

The following formula is said to produce a cement which is not affected by moisture, even if the glass to which the letters have been cemented should be submerged in water for several days:

	Parts.
India rubber.....	1
Mastic.....	3
Chloroform.....	50

Let stand in a well-corked bottle for several days, in a cool place, until completely dissolved. As it becomes thick very soon when exposed to the air it must be applied very rapidly.

WHITE BRASS PASTE OR METAL POLISH.

Yellow vaseline.....	28 lbs.
Tripoli powder.....	20 "
Powder whitening (well dried).....	2 "

Another mixing for small pan:

Paraffin wax.....	2 lbs.
Petroleum.....	1 gallon.
Mineral oil.....	½ pint.
Levigated flint.....	12 lbs.
Oleic acid.....	1 pint.

—*Oils, Colors, and Drysalteries.*

PREPARATION OF CAMEL.

Dissolve seven lbs. of crushed sugar in one pint of water; boil it in a five-gallon copper kettle, stirring occasionally until it gets brown; then reduce the fire and let the sugar burn "until the smoke makes the eyes water." When a few drops, let fall into a tumbler of cold water, sink to the bottom and harden sufficiently to crack, it is done. Then pour on it, by degrees, about two quarts of warm water, stirring all the time. When well mixed, filter it hot through a coarse flannel filter. Some use limewater to dissolve the burnt sugar. Care must be taken not to overburn it, as a greater quantity is thereby rendered insoluble. The heat should not exceed 430 degrees F., nor be under 400 degrees F.

Treatment of Chilblains.

The following formula is recommended by C. Boeck as being efficacious in cases of chilblains:

Ichthyol,	
Resorcin,	
Tannin, of each,	15 grains;
Water,	75 grains.

To be rubbed on the affected parts every night.

In a few minutes it forms a varnish on the skin, and under its influence not only do the chilblains disappear, but also the diffuse edematous swellings of the hands and fingers.

The drawbacks to this preparation is that it blackens the skin during treatment and for eight or fifteen days afterwards. In the case of people whose occupations forbid them soiling their hands, resorcin may still be employed in the following manner:

Resorcin,	30 grains,
Mucilage of gum arabic,	
Water, of each,	75 grains;
Powder of talc,	15 grains.

To be rubbed on at night.

The following is recommended for the relief of stings of insects:

Solution of ammonia,	10 parts;
Collodion,	5 parts;
Salicylic acid,	1 part.

—*The Lancet.*

CHILBLAIN POMADE.

	Parts.
Menthol.....	1
Salol.....	2
Olive oil.....	2
Lanolin.....	60

Mix and make ointment.

Pain is subdued at once on application. The skin becomes soft under regular use of the pomade, and loses its tendency to crack and ulcerate.—*Petit Moniteur de la Pharmacie.*

Photographic Notes

EIKONOGEN DEVELOPER.—The following developer is recommended by Dr. Stiefel as giving especially fine negatives, showing softer detail than either pyro or hydrochinon:

- | | |
|-----------------------------|-----------|
| (1) Sulphite of soda..... | 30 parts |
| Eikonogen..... | 16 parts |
| Citric acid..... | 3 parts |
| Bromide potassium..... | 2 parts |
| Water..... | 480 parts |
| | |
| (2) Sulphite of soda..... | 100 parts |
| Carbonate of potassium..... | 120 parts |
| Water..... | 480 parts |

For use take—

- | | |
|------------|---------|
| (1)..... | 4 parts |
| (2)..... | 1 part |
| Water..... | 3 parts |

Developments should be continued until the requisite density has been reached.

A ONE-SOLUTION INTENSIFIER.—Prepare a saturated solution of bichromate of mercury in water, and pour of this a sufficient quantity gradually into a solution of

- | | |
|--------------------------|------------|
| Iodide of potassium..... | 1 1/4 ozs. |
| Water..... | 6 ozs. |

until the point is reached when the forming red precipitate will no longer dissolve by shaking; but be careful not to add more mercury than just enough to make the solution very slightly turbid. Now add

- | | |
|----------------------------|-------|
| Hypo-sulphite of soda..... | 1 oz. |
|----------------------------|-------|

Dissolve, and add water to make twenty ounces of solution. For use this should be diluted with about three parts of water. If the plate has not been thoroughly fixed the intensifying solution will produce yellow stains. Be careful not to overdo the intensifying. Should it have gone too far the negative can be reduced by placing it in the fixing bath for a short time.—*American Journal of Photography.*

GELATINE, or bromide prints, may be hardened by placing in a bath of alum, chlo-aluminium, tannin, or formalin.

Lantern Slide Making.

By R. H. MITCHELL.

After impressing upon his audience the advantage to the pharmacist from the adoption of the photographic trade as a profitable and suitable adjunct to his regular business, the lecturer remarked that it stood to sense that anyone embarking upon such a venture would be but very imperfectly equipped if he had no practical knowledge of the art of photography. He would not go into the details of photographic manipulation generally, that part of the subject having already been treated by a member of the society in a former paper, but would confine the at-

tention of his audience to that portion of practical photography which formed the chief work of the amateur during the winter months—he alluded to the preparation of slides for the optic lantern.

The value of good lantern slides, as a means to the proper illustration of a lecture on any subject, could scarcely be overrated. A lecturer who attempted to keep the attention of his hearers fixed on some scientific subject treated in a popular manner without lantern illustrations, be he ever so good, was just tolerated, whilst if only a moderate lecturer, and unassisted by lantern slides, he was looked upon with contempt.

Lantern plates from which the slides are prepared may be divided into three classes—special, warm, and printing out, each of which has its special advantages over the others. Some Imperial "special" plates were then shown, and it was explained that these could be used for contact printing from a negative in the ordinary printing frame, or for a reduction from a large negative in the reducing camera giving cold tones principally Ilford "Alpha" plates, yielding warm tones, and Paget printing-out plates, for printing in sunlight, which gave a variety of tones, were also shown and remarked upon. A slide was then printed from a 1/4-plate negative by gaslight, the exposure being judged by the density of the negative, and the result aimed at—a short exposure and quick developer giving black, cold tones, and a longer exposure and slow development warm, brown tones. Black tones averaged an exposure of 16 to 20 seconds, at a foot and a half from an ordinary No. 3 fish-tail burner. The developers employed are numerous, amidol, metol, eikonogen, pyrogallol, ferrous oxalate, and hydroquinone being the favorites. Pyrogallol is scarcely suitable for lantern slides, as it stains the film. Amidol and metol are excellent, especially for slides from other photographs or engravings, though metol is somewhat rapid and require washing. The best all-round developer, and the one most generally used, is hydroquinone, and the formula recommended was that given to the lecturer by a member of the Liverpool Amateur Photographic Association, which is as follows:

Solution A

- | | |
|------------------------|------------|
| Hydroquinone..... | 1/2 ounce. |
| Sodium sulphate..... | 1 " |
| Citric acid..... | 30 grains. |
| Potassium bromide..... | 40 " |
| Water..... | 10 ounces. |

Solution B

- | | |
|-------------------|------------|
| Caustic soda..... | 80 grains. |
| Water..... | 10 ounces. |

Use one part of A, one of B, and two of water. A negative of a marine subject was then developed, and as plenty of detail had to be shown in the rigging of the ship, etc., an extra amount of solution A was used.

Reduction by the camera was then treated, and an easy way of getting the

same results without the use of a special camera was explained. A large piece of cardboard with a square piece cut out of the centre, and this hole covered with tissue paper, is hung against the window, the printing frame with the negative wedged in it is hung over this tissue paper-covered hole, so that the light passes through the negative. The camera is now set up, and the negative focused on the screen in the space marked out for the lantern plate. The plate is then introduced, and exposed for at least six to ten minutes to ordinary daylight, not direct sunlight, this length of time being required owing to the quantity of light passing through the negative being lost by diffusion about the room.

Plates giving warm tones, such as Ilford "Alpha" plates, are used for contact printing, as they require so much time if used for reduction, and after development are either fixed straight away, when they give a sepia tone, or may be treated to one of the combination fixing and toning baths, a great variety of tints resulting. The latitude allowed by these plates makes them very useful where any "dodging" of the printing process is required, such as blocking out the sky or emphasizing some particular part of the picture. The printing-out plate is used for contact sunlight printing, just as ordinary P.O. paper, but it is as well to expose the negative to diffused daylight, and to be careful, when removing the frame for the purpose of watching the printing, to return it to the same spot in the window as before, or a blurred slide will be the consequence. On removal from the frame the plate is washed, toned with the usual gold bath used for paper, fixed with sodium hypo-sulphite, and finally well washed. The toning can, with these plates, be managed so as to arrive at splendid results. If a variety of color be wished for, a fine sepia to russet brown tint can be given to the slides by placing them, after fixing and well washing, in a solution of uranium ferricyanide:

- | | |
|-----------------------------|------------|
| Uranium nitrate..... | 15 grains, |
| Potassium ferricyanide..... | 15 grains, |
| Water..... | 4 ounces, |

carefully noting the following points: do not try this on an imperfectly-washed plate, do not overdo the tint, and, lastly, carefully choose your subject, as it does not suit all alike.

Clouds can be put into lantern slides by printing them separately on another plate, and using this as a cover glass. The lecturer, in conclusion, said he would not go into the finishing off of the slides such as marking and binding, but would leave that to the individual taste of his hearers.—*Pharmaceutical Journal.*

The annual budget for the Assistance Publique amounts in round numbers to the large sum of \$8,000,000. Of this amount the surgical and medical personnel receives \$200,000.



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29	Regular " Blue, 4 1/2 x 5 1/2, 40	42	" " " 3 x 4 1/2, 20
30	Large " White, 6 x 6, 50	43	" " " 2 1/2 x 3 1/2, 25
		43	" " " 3 1/2 x 4 1/2, 25

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- Robert Louis Stevenson's "St. Ives." The only novel of Stevenson's still unpublished. (Begins in May)
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- Portraits of Great Americans. Many of them unpublished. In connection with this series of portraits it is intended to publish special biographical studies under the general title of Makers of the Union from Washington to Lincoln.
- Pictures of Palestine. Specially taken under the editor's direction.
- Stories of Adventure. A serial by Conan Doyle, in which he will use his extraordinary talent for mystery and ingenuity which have, in the "Sherlock Holmes" stories, given him a place beside Poe and Gabriel.

TEN FAMOUS WRITERS

- Ian Maclaren. All the fiction that he will write during the coming year, with the exception of two contributions to another publication which were engaged from him long ago, will appear in McCLURE'S MAGAZINE.
- Joel Chandler Harris. A series of new animal stories in the same field as the "Brer Rabbit" and the "Little Mr. Thimblefinger" stories.
- Rudyard Kipling. Besides "Captains Courageous," Kipling will contribute to McCLURE'S all of the short stories he will write during the coming year.
- Octave Thanet is preparing for the MAGAZINE a series of short stories in which the same characters will appear, although each will be complete in itself.

Anthony Hope Bret Harte Robert Barr
Frank R Stockton Stanley Weyman Clark Russell

will all have stories in McCLURE'S for the coming year.

These are only a small fraction of the great and important features of McCLURE'S MAGAZINE for 1897, the subscription price of which is only

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Who will sell Manley's Celery Nerve Compound and Indian Woman's Balm at the regular prices are authorized to guarantee the preparation to give satisfaction or refund the money and reclaim same by addressing

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CANADIAN BRANCH:
6 and 8 Adelaide St. W., Toronto.
P. R. WRIGHT, Proprietor.

Robert H. Roe.

There are many of the trade in western Ontario who will remember Robert H. Roe, and will be grieved to learn of his death at Yokohama. Mr. Roe was born at Achavoe, Queen's Co., Ireland, September 10th, 1851. In 1864 he came with his parents to London, Ont., where, in due time, he served his apprenticeship with the veteran druggist of that city, Mr. B. A. Mitchell, where he was known to the writer. He afterwards occupied various positions in Canada and the United States in the retail trade, and as representative for Parke, Davis & Co., of Detroit, and finally was appointed as the Australian representative of Frederick Stearns & Co., of Detroit. He also established the business of this firm in India and South Africa. "Bob," as he was familiarly known to his associates, was a general favorite, and proved an able representative for his house. He was in India when his fatal illness overtook him, and decided to return home, but only got as far as Yokohama, where he died.

Ontario Society of Retail Druggists.

The following circular has been sent to the wholesale druggists and manufacturers:

Toronto, Nov. 24, 1896.

GENTLEMEN, — Nearly a year has elapsed since the organization of our society, and a mutual understanding arrived at between the society, the wholesale jobbers, and the manufacturers, with the object of securing uniformity of prices for patent medicines and a general betterment of trade.

The officers of our society have labored hard to attain the object aimed at, and in country places we have been able to make our influence felt, both in preventing the spread of the evil of cutting of prices, and also in correcting the abuse where existing; but so far as the large centres are concerned, where persistent cutting prevails, we have been powerless to accomplish any permanent good.

The cause of such failure is not far to seek, and lies with the manufacturer and wholesale jobber. By the latter and a few of the former a half-hearted effort has been made to assist in the movement, but by the majority of the former no effort whatever has been put forth.

True, all our wholesale jobbers have refused to sell to the cutters directly, but, at the same time, indirectly goods are passing freely from their warehouses to the shelves of the persistent cutters. The medium is not always the same; sometimes the wholesale grocers, and at other times some fake jobbing firm, without standing, either financial or moral, in the commercial world.

This condition of things cannot go on longer. "We have come to the parting of the ways." Either this must be discontinued or the executive of the society

feel that they would be justified in advising the members that the time has arrived to sever trade connections with houses who put forth no effort to observe the spirit of our mutual agreement. There is no use mincing matters or beating about the bush longer. Supplying patent medicines to wholesale grocers must be discontinued, or cutting cannot be stopped. The most strenuous efforts of our society have time and again been nullified by carelessness on the part of the wholesale jobbers. For instance, ordinary precaution would have prevented Messrs. Danford, Roche & Co., Newmarket, from procuring supplies. Again, later, a single inquiry addressed to the officers of our society would have prevented a consignment of Ayer's goods falling into the hands of Toronto cutters. These firms continue to procure their supplies without let or hindrance from Toronto, Hamilton, and Montreal wholesale jobbers through wholesale grocers. In such cases a minimum of care would prevent a maximum of trouble.

When we approach the manufacturers asking for more protection to their goods, we are met with the statement that there is no use refusing goods to outsiders, for if they do so the wholesale jobber will supply them. The evidence in our possession substantiates this statement. We have a list of preparations which have been sold to wholesale jobbers only, and yet they are found in large quantities on cutters' shelves. The question is, How did they get there?

Something must be done to end this unsatisfactory state of affairs or the officers of our society will cease work, and the disaster which is sure to follow will overtake and overthrow the wholesale jobbers just as surely as the retail branch of the trade.

We write plainly, as we wish all interested to understand the situation, and to use their personal influence to devise a remedy.

Yours respectfully,

The Executive of the O.S.R.D.

J. T. Pepper, Sec. and Treas.

G. E. Gibbard, President.

P.S.—Since the above was written we have evidence which seems conclusive that a Montreal jobbing house is supplying goods direct to Messrs. Woodward & Co., the only cutters west of Ontario.

J. T. Pepper, Sec. and Treas.

G. E. Gibbard, President.

There is no doubt that the prices of otto of rose will be very much lower this year in spite of all efforts to keep up values. The price fixed some weeks ago in Bulgaria is about 30 per cent. below last year's quotation. The freezing-point test is being much more largely used this year as a basis of sale, and if this is adhered to, the greater proportion of the adulterated material will be detected.—*Perfumer and Saponifier.*

Amongst the Wholesalers.

Archdale Wilson & Co.'s advertisement in this issue strikes the right note. What the drug trade now wants is reliable preparations which may be confidently recommended, offering old-time drug profits.

Children Free.

By sending your name and address (write plainly) to Adams & Sons' Co., 11 and 13 Jarvis street, Toronto, Ont., you will receive one of their beautiful paper dolls, with movable heads and bodies, for the children, free. 280 2

"The Best and That Only."

This is the claim that Frederick Stearns & Co. make for their choice lines of perfumes. Their special odors are very taking, and have proved excellent sellers. The products of this firm, perfumes as well as pharmaceuticals, are too well and favorably known to the trade to require any further encomium from us.

A Nice Article, Attractively Put Up.

Yes, there's the secret, especially with toilet articles. They must be agreeable, the best of the kind, and put up in such a way as to attract customers. Such an article we have in the Talcum Toilet Powder, prepared by Elliot & Co., wholesale druggists, Toronto. It is equal, if not superior, to any we have seen, and must prove a satisfactory article to handle.

Mainer's Cough Drops.

These cough drops, so well known to the drug trade of Toronto, are now introduced through our columns to the trade throughout Canada by the manufacturer, A. Mainer, wholesale confectioner, Toronto, who also makes a very choice line of druggists' confectionery similar in style and appearance to the English goods, but especially adapted for this climate. His goods are excellent, and wherever introduced have commanded repeat orders. Read his advertisement.

Sundries at Reduced Prices.

Allan & Co., Toronto, are retiring from the drug sundry business, and will in future only carry on the manufacture of their patent medicines. They are offering trusses, rubber goods, sponges, perfumes, and sundries at greatly reduced prices. Druggists will save money by sending their orders to this firm; as the goods are right and the prices away down. On another page you will find a few of their lines of trusses with prices. Their lines of perfumes are done up in quarter dozen fancy boxes, and are good sellers.

A Handsome Cabinet.

Our attention has been called to a useful and ornamental piece of shop furniture. We refer to the "Crescent Tooth, Chamois, and Sponge Cabinet," something entirely new and well adapted for the display of these lines of goods. The one shown us is made of oak, 44 inches high, 32½ inches long, and 22 inches wide, fitted with casters, has two hinged doors at the back, and the shelves of the lower portion are so arranged that the sponges will not fall out when the doors are opened. The upper section, which is intended for tooth brushes, etc., has door to raise, with lock and key, and is partitioned for the various kinds of brushes. Being glazed with double strength French glass all round, it makes a durable as well as a handsome show case and a splendid "good seller." The Lyman Brothers & Co., Toronto, are agents for them.

A Liberal Offer

One of the most liberal prize offers ever made to the retail drug trade of the United States and Canada is that made by The Emerson Drug Company, Baltimore, Md., which will be found in this publication. This company, from the beginning of their very successful career in the sale of their celebrated preparation, Bromo-Seltzer, took the wise and remunerative course of making the retail druggists take a substantial interest in the sale of this great remedy by establishing a co-operative system of sharing profits, under which they distributed to the retailers in 1891-92 \$20,000 in stock of their company, and, in 1895-96, \$10,000 cash, which was divided into 627 prizes. For the year 1897, as will be seen by their notice published herein, they offer to this trade \$20,000 in gold, which is divided into 1,387 prizes, thus largely increasing the opportunities of 1895-96, as the number of prizes is about doubled. The greatest quantity of Bromo-Seltzer sold takes the highest prize, and the other prizes are graded down as set forth in their notice.

A good name is worth money to any wide-awake man, says the *Money Maker*. He can transact business upon it, buy and sell upon it. A man with a good rating for his word and honesty by Dun or Bradstreet can walk into the best establishment of Chicago or New York, be received into an office with velvet carpet on its floor, be bowed out with courtesy and asked to call again. A man who breaks his word and dishonors his credit for the sake of keeping a few dollars in his pocket may think he is playing a sharp trick, but men of sound business sense know his foolish and short-sighted he is.

Ovarad is a preparation made from the ovaries. dose 3 to 6 grams daily.

Magazines.

Rosa Bonheur leads the life of a recluse in her chateau in the depths of the Forest of Fontainebleau, near Paris. She secludes herself from all, and it was with the greatest difficulty that the editors of *The Ladies Home Journal* succeeded in getting a proposition before her that she should write her autobiography for that magazine. After nearly a year's effort they were successful, and once started on her work the great painter found so much interest in it that she made over a dozen special studies and pictures of animals to accompany the text. The autobiographical article, with the valuable unpublished drawings, will appear in the Christmas *Journal*, together with portraits of Rosa Bonheur as she works in her studio and home.

The New Editor.

Mr. Geo. E. Gibbard, president of the Ontario Society of Retail Druggists, has assumed control of the *Canadian Pharmaceutical Journal*, which for so many years prospered under the editorial pen of E. B. Shuttleworth. We congratulate Mr. Gibbard upon his assumption of the mantle which has fallen to him, and our best wish is that he may fill it with equal

WANTS, FOR SALE, ETC.

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

SITUATIONS WANTED.

DRUGGIST'S ASSISTANT—SITUATION WANTED. Experience—three years in country and city drug stores. Testimonials good. N. Ball, Hanover, Ont.

SITUATION WANTED AS IMPROVER—TWO years' experience. A knowledge of dispensing and stationery. Address Box 287, Gortie, Ont.

BUSINESS WANTED.

WANTED TO PURCHASE A DRUG STORE IN town or city in Ontario. Must do a good business. State price, average sales, etc. Address, J. F. T. (correspondence private), 71 Ferguson Ave. N., Hamilton, Ont.

FOR SALE.

DRUG AND STATIONERY BUSINESS FOR SALE. Stock moderate, doing a good trade. Address, "A. H.," care CANADIAN DRUGGIST.

FOR SALE—A BRANCH DRUG STOCK, IN A modernly-fitted store, in a town of 1,800. Stock about \$2,000, well assorted. A splendid chance for a young man or doctor. Apply to Box 62, Vankleek Hill, Ont.

WELL ESTABLISHED DRUG BUSINESS IN city in Manitoba. A splendid opportunity for young man with small capital. If buyer understands German, trade can be greatly increased. Good reasons given for selling. Address Box 59, CANADIAN DRUGGIST.

FOR SALE—OLD ESTABLISHED DRUG STORE. Stock \$2,000. A splendid chance for a young man. Reasons for selling—proprietor engaged in manufacturing. For particulars write to "Druggist," 846 Lafayette Ave., Detroit, Mich.

FOR SALE—SMALL, WELL ASSORTED DRUG STORE in Toronto—first-class condition, will invoice about \$10,000. This is a splendid opportunity for any one starting business, as it will be sold at a liberal discount. Box 22, CANADIAN DRUGGIST.

RARE CHANCE—FOR SALE ONE OF THE finest drug stores in British Columbia. Stock clean and well selected. No side lines. Most prominent corner in business centre. As outside interests require immediate attention will sell low, if sold soon to cash purchaser. For particulars address "Gold Fields," care CANADIAN DRUGGIST. (22)

credit to his journal, himself, and the drug trade of Canada, as did his talented predecessor.

McClure's Magazine.

McClure's Magazine for December will contain an account of Nansen's hard adventures in getting 195 miles nearer the North Pole than any other man. It will be written by Cyrus C. Adams, of the *New York Sun*, one of the best geographical authorities in the country; and it will be illustrated with portraits of Nansen and his associates, views of his ship within and without, and other pictures.

A Valuable Diary.

The *British and Colonial Druggist's Diary* for 1897 is just to hand. Besides the usual diary pages, which are interleaved throughout with blotting, the diary contains matter of special interest to drug-

Send your name for a Souvenir of the Works of Eugene Field,

FIELD & FLOWERS

The Eugene Field Monument Souvenir

The most beautiful Art Production of the century. "A small bunch of the most fragrant of flowers gathered from the broad acres of Eugene Field's Farm of Love." Contains a selection of the most beautiful of the poems of Eugene Field. Handsomely illustrated by thirty-five of the world's greatest artists as their contribution to the Monument Fund. But for the noble contributions of the great artists this book could not have been manufactured for \$7.00. For sale at book stores, or sent prepaid on receipt of \$7.10. The love offering to the Child's Poet Laureate, published by the Committee to create a fund to build the Monument and to care for the family of the beloved poet.

Eugene Field Monument Souvenir Fund,
150 Monroe Street, Chicago, Ill.

To the Trade:

We are wholesale agents for

Moxon's Celebrated Liniment

We have a large quantity in stock. No extra duty to pay. Prices same as the American prices.

Write us for Prices.

JAMES A. KENNEDY & CO.,

WHOLESALE DRUGGISTS

342 Richmond St., - LONDON.

SEELY

The American Perfumer



We desire to notify the Trade that our representatives are now showing the Finest line of Holiday Perfumes and Novelties yet shown by them.

Every Druggist in the Dominion will consult his interests by making an effort to see the line.

If our Representatives do not call regularly on you, please notify us and we will arrange to see you.

WE SELL TO THE DRUG TRADE ONLY

SEELY MANUFACTURING COMPANY

—ESTABLISHED IN 1862—

Detroit, Mich.

Windsor, Ont.

CANADIAN DRUGGIST PRICES CURRENT

Corrected to December 10th, 1896.

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

ALCOHOL, gal.....	\$4 37	\$4 65	Powdered, lb.....	\$ 30	35	Myrrh, lb.....	\$ 45	\$ 48
Methyl.....	1 90	2 00	CARBON, Bisulphide, lb..	17	18	Powdered, lb.....	55	60
ALLSPICE, lb.....	13	15	CARMINE, No. 40, oz.....	40	50	Opium, lb.....	4 25	4 50
Powdered, lb.....	15	17	CASIOR, Fibre, lb.....	20 00	20 00	Powdered, lb.....	5 25	5 50
ALON, oz.....	40	45	CHALK, French powdered, lb..	10	12	Scammony, pure Resin, lb.....	12 50	13 00
ANODYNE, Hoffman's bot., lbs...	50	55	Precip., see Calcium, lb.....	10	12	Shellac, lb.....	40	45
ARROWROOT, Bermuda, lb.....	50	55	Prepared, lb.....	5	6	Bleached, lb.....	45	50
St. Vincent, lb.....	15	18	CHARCOAL, Animal, powd, lb	4	5	Spruce, true, lb.....	30	35
BA: AM, Fir, lb.....	40	45	Willow, powdered, lb.....	20	25	Tragacanth, flake, 1st, lb.....	85	90
Copaiba, lb.....	70	80	CLOVE, lb.....	16	17	Powdered, lb.....	1 10	1 25
Peru, lb.....	3 75	4 00	Powdered, lb.....	17	18	Sorts, lb.....	55	70
Tolu, can or less, lb.....	95	1 00	COCHINEAL, S.G., lb.....	40	45	Thus, lb.....	8	10
BARK, Barberry, lb.....	22	25	COLLODION, lb.....	75	80	HERB, Althea, lb.....	27	35
Bayberry, lb.....	15	18	Cantharidal, lb.....	2 50	2 75	Bitterwort, lb.....	36	40
Buckthorn, lb.....	15	17	CONFECTION, Senna, lb.....	40	45	Burdock, lb.....	16	18
Canella, lb.....	15	17	CREOSOTE, Wood, lb.....	2 00	2 50	Boneset, ozs, lb.....	15	17
Cascara, Sagrada.....	25	30	CUTTLEFISH BONE, lb.....	25	30	Catnip, ozs, lb.....	17	20
Cascarilla, select, lb.....	18	20	DEXTRINE, lb.....	10	12	Chiretta, lb.....	25	30
Cassia, in mats, lb.....	18	20	DOVER'S POWDER, lb.....	1 50	1 60	Coltsfoot, lb.....	20	38
Cinchona, red, lb.....	60	65	Ergot, Spanish, lb.....	75	80	Feverfew, ozs, lb.....	53	55
Powdered, lb.....	65	70	Powdered, lb.....	90	1 00	Grindelia robusta, lb.....	45	50
Yellow, lb.....	35	40	Ergotin, Keith's, oz.....	2 00	2 10	Horehound, ozs, lb.....	18	20
Pale, lb.....	40	45	EXTRACT LOGWOOD, bulk, lb..	13	14	Jaborandi, lb.....	45	50
Elm, selected, lb.....	18	20	Pounds, lb.....	14	17	Lemon Balm, lb.....	38	40
Ground, lb.....	17	20	FLOWERS, Arnica, lb.....	15	20	Liverwort, German, lb.....	38	40
Powdered, lb.....	20	28	Calendula, lb.....	55	60	Lobelia, ozs, lb.....	15	20
Hemlock, crushed, lb.....	18	20	Camomile, Roman, lb.....	25	30	Motherwort, ozs, lb.....	20	22
Oak, white, crushed lb.....	15	17	German, lb.....	40	45	Mullein, German, lb.....	17	20
Orange peel, bitter, lb.....	15	16	Elder, lb.....	20	22	Pennyroyal, ozs, lb.....	18	20
Prickly ash, lb.....	35	40	Lavender, lb.....	12	15	Peppermint, ozs, lb.....	21	22
Sassafras, lb.....	15	16	Rose, red, French, lb.....	1 60	2 00	Rue, ozs, lb.....	30	35
Soap (quillaya), lb.....	13	15	Rosemary, lb.....	25	30	Sage, ozs, lb.....	18	20
Wild cherry, lb.....	13	15	Saffron, American, lb.....	65	70	Spearmint, lb.....	21	25
BLANS, Calabar, lb.....	45	50	Spanish, Val'a, oz.....	1 00	1 25	Thyme, ozs, lb.....	18	20
Tonka, lb.....	1 50	2 75	GELATINE, Cooper's, lb.....	75	80	Tansy, ozs, lb.....	15	18
Vanilla, lb.....	8 50	9 00	French, white, lb.....	35	40	Wormwood, oz.....	20	22
BERRIES, Cubeb, sifted, lb.....	30	35	GLYCERINE, lb.....	23	25	Verba Santa, lb.....	38	44
Powdered, lb.....	35	40	GUARANA.....	1 75	2 00	HONEY, lb.....	13	15
Juniper, lb.....	7	10	Powdered, lb.....	2 00	2 25	HORS, fresh, lb.....	20	25
Ground, lb.....	12	14	GUM ALOES, Cape, lb.....	18	20	INDIGO, Madras, lb.....	75	80
Prickly ash, lb.....	40	45	Barbadoes, lb.....	30	50	INSECT POWDER, lb.....	35	38
BUDS, Balm of Gilead, lb.....	55	60	Asafoetida, lb.....	65	70	ISINGLASS, Brazil, lb.....	2 00	2 10
Cassia, lb.....	25	30	Arabic, 1st, lb.....	40	45	Russian, true, lb.....	6 00	6 50
BUTTER, Cacao, lb.....	75	80	Powdered, lb.....	70	75	LEAF, Aconite, lb.....	25	30
CAMPHOR, lb.....	65	75	Sifted sorts, lb.....	50	95	Bay, lb.....	18	20
CANTHARIDES, Russian, lb.....	1 40	1 50	Sorts, lb.....	45	50	Belladonna, lb.....	25	30
Powdered, lb.....	1 50	1 60	Benzoin, lb.....	30	35	Buchu, long, lb.....	50	55
CAPSICUM, lb.....	25	30	Catechu, Black, lb.....	50	1 00	Short, lb.....	25	27
			Gamboge, powdered, lb.....	9	20	Coca, lb.....	35	40
			Guaiaac, lb.....	1 20	1 25	Digitalis, lb.....	15	20
			Powdered, lb.....	50	1 00	Eucalyptus, lb.....	18	20
			Kino, true, lb.....	90	95	Hyoscyamus.....	20	25
				2 00	2 25	Matico, lb.....	70	75

gists. All subscribers to the *British and Colonial Druggist* receive a copy of the diary free. Subscriptions should be forwarded to 42 Bishopsgate Without, London, E.C., England.

Moody's Great Bible Class.

Dwight L. Moody, the famous evangelist, has made a contract with *The Ladies' Home Journal*, by which he will conduct in that magazine a series of popular Bible studies in the form of a great national Bible class. It will be made into a regular and permanent department of the *Journal*, and is to be known as "Mr. Moody's Bible Class." The evangelist will personally lead his unique "Bible Class" each month in the exposition of some of the vital Bible truths, and will naturally appeal to a large circle of readers.

Frank Leslie's for December.

Frank Leslie's Popular Monthly was the first of the Christmas magazines to appear, and it is in every respect a beautiful number. Under the title "A Magic Island," Beatriz B. de Luna writes entertainingly of the picturesque Catalinas of California; Cornell University is described by Herbert Crombie Howe in the second paper of the profusely illustrated series on "American Universities and Colleges"; there is an interesting paper on pottery by Lawrence Mendenhall; an excellent Christmas story is contributed by Margaret E. Sangster; in "Canoeing Down the Rhine," Rochefort Calhoun takes the readers pleasantly from Basel to Heidelberg; Francis Wilson's new play, "Half a King," is described and pictured with portraits and views of the principal scenes. There are numerous short stories and poems, and an attractive young folks' department. More than the usual one hundred illustrations are given in this number. Frank Leslie's Publishing House, New York.

Pictures of the Authentic Historic Places in Palestine.

McClure's Magazine will begin publication, in the December number, of a series of views of the authentic historic places and monuments in Palestine. It is only by very recent exploration and study that many of the more significant of these places and monuments have been certainly identified, and not a few of them have never been pictured until now. Last spring the editor of *McClure's* organized a considerable expedition, and, accompanied by a photographer specially skilled and experienced in such work, made a tour of nearly the whole of Palestine, and took photographs of whatever of importance the latest and most authoritative investigations have definitely connected with Biblical incident and history. Special attention was given to the great ancient highway leading from Damascus to Jerusalem, and on down through Bethlehem

to Hebron; and many views were obtained of localities and objects of the first interest that will be entirely new to the public. They have been reproduced with great care, and will make one of the most attractive features of *McClure's* through the coming months.

A Much Congratulated Paper.

The Montreal *Witness*, this being its jubilee year, has been printing ever since last December a weekly page of the reminiscences of its early readers who still survive, many of which have been of fascinating interest, and all of which have been full of eager and hearty good will for the paper which has been to the writers a life-long counsellor and family friend. Here is one of the briefest and most practical of these contributions:

A FRIEND'S HINT.

(To the Editor of the *Witness*.)

SIR,—I was first induced to take this noble paper by our minister from the pulpit, in denouncing bad literature and recommending good. He recommended the *Witness* among the best family reading, for old or young. Shortly after I sent for the paper, and, although over a score of years ago, I have been taking it since with pleasure and profit. The price is very moderate, indeed. The *Witness* is a true Daniel, taking a firm stand for righteousness, temperance, and everything that makes for the good of man and the glory of the Creator. Now, I have a request to make of two of the highest professions in the land—the press and the clergy: viz., that the press shall kindly give this item room in their journals—the one to copy from the other, etc.; and that ministers of the Gospel shall speak of and recommend the *Witness* to their people, as it is such a power for good wherever known. JOHN W. MCKENZIE.

Glen Oak, Ont.

Seventy-first Birthday.

The *Youth's Companion* will celebrate its seventy-first birthday in 1897. Among the many attractive announcements of the *Companion* for the coming year is an article of exceptional value by Mr. Andrew Carnegie, on the "Habit of Thrift." Successful men in other walks of life will second Mr. Carnegie's paper with readable, practical articles based on their own experience, and valuable to the old as well as to the young.

Stories will be given by Ian Maclaren, Rudyard Kipling, Stephen Crane, Harold Frederic, and Clark Russell. Speaker Reed, Secretary Herbert, Senator Lodge, Hon. Carl Schurz, Postmaster-General Wilson, Dr. Lyman Abbott, Hon. Theodore Roosevelt—these are a few of the two hundred names that figure in the latest list of *Companion* contributors.

The non-partisan editorials and the Current Events and Nature and Science Departments are of especial interest to students and to all who wish to keep in-

formed of the doings of the world. As a reference book a file of *Companions* is well-nigh invaluable, for its reputation is founded on seventy years of tested accuracy.

New subscribers sending \$1.75 to the *Companion* for 1897 will receive the *Companion* for the remainder of the year free, also the *Companion's* artistic twelve-color Calendar, and the paper a full year to January, 1898. Illustrated Prospectus of the next volume will be sent free on request. Address, *The Youth's Companion*, 205 Columbus Ave., Boston, Mass.

Highly Indorsed.

With possibly one exception, there is no "domestic" magazine more widely or favorably known than *The Housekeeper*, of Minneapolis, Minn. From the standpoint of practical helpfulness to the housewife it is without a peer.

It is published twice a month, each issue comprising twenty or more large pages. The subscription price is only fifty cents a year.

Here is what the Syracuse (N.Y.) *Herald* has to say about it:

"No better woman's magazine reaches *The Herald's* table than *The Housekeeper*, published at Minneapolis. It is astonishing that the publishers of this excellent semi-monthly can give such good material for the price (fifty cents a year). A woman understands woman's needs better than a man. *The Housekeeper* is edited by women, and the material given within its columns twice a month is just the quality and quantity the housewife and home-maker desires. Women are interested in their sister housekeepers, and *The Housekeeper* is filled with ideas contributed by its readers—ideas that will smooth the rough and rugged path of housekeeping. Covering every branch of home life as it does, *The Housekeeper* is an ideal woman's paper. It is ably edited, and is easily the best housekeeper's magazine of the present day."

In point of circulation *The Housekeeper* is the strongest periodical published in the entire west or south, and if there be any virtue in high character, good quality, and low price, it will continue to grow.

The publishers will send a sample copy free to applicants.

Drug Reports.

Canada.

The holiday trade is opening up fairly well, and druggists are looking forward to a harvest during the next few weeks. Money, unfortunately, is hard to collect, but there is always more or less difficulty in collecting this time of the year.

Glycerine, insect powder, balsam copiba, vanilla beans, atropia, are higher in price.

Iodide, Proto, oz.....	\$ 35	\$ 40
Bin., oz.....	25	30
Oxide, Red, lb.....	1 15	1 20
Pill (Blue Mass), lb.....	70	75
MILK SUGAR, powdered, lb.....	30	35
MORPHINE, Acetate, oz.....	1 90	1 95
Muriate, oz.....	1 90	1 05
Sulphate, oz.....	2 00	2 10
PEPSIN, Saccharated, oz.....	35	40
PHENACETINE, oz.....	40	42
PILOCARPINE, Muriate, grain.....	35	38
PIPERIN, oz.....	1 00	1 10
PHOSPHORUS, lb.....	90	1 10
POFASSA, Caustic, white, lb.....	60	65
POTASSIUM, Acetate, lb.....	35	40
Bicarbonate, lb.....	15	17
Bichromate, lb.....	14	15
Bitrat (Cream Tart), lb.....	25	30
Bromide, lb.....	65	70
Carbonate, lb.....	12	13
Chlorate, Eng., lb.....	18	20
Powdered, lb.....	20	22
Citrate, lb.....	70	75
Cyanide, lb.....	40	50
Hypophosphites, oz.....	10	12
Iodide, lb.....	4 00	4 10
Nitrate, gran., lb.....	8	10
Permanganate, lb.....	40	45
Prussiate, Red, lb.....	50	55
Yellow, lb.....	32	35
And Sod Tartrate, lb.....	25	30
Sulphuret, lb.....	25	30
PROPYLAMINE, oz.....	35	40
QUININE, Sulph. bulk.....	25	32
Ozs., oz.....	30	35
QUINIDINE, Sulphate, ozs., oz.....	16	20
SALICIN, lb.....	75	4 00
SANTONIN, oz.....	20	22
SILVER, Nitrate, cryst., oz.....	90	1 00
Fused, oz.....	1 00	1 10
SODIUM, Acetate, lb.....	30	35
Bicarbonate, kgs., lb.....	2 75	3 00
Bromide, lb.....	65	70
Carbonate, lb.....	3	6
Hypophosphite, oz.....	10	12
Hyp.sulphite, lb.....	3	6

Iodide, oz.....	\$ 40	\$ 43
Salicylate, lb.....	1 00	1 10
Sulphate, lb.....	2	5
Sulphite, lb.....	8	10
SOMNAL, oz.....	85	90
SPIRIT NITRE, lb.....	35	65
SERONITUM, Nitrate, lb.....	18	20
STRYCHNINE, crystals, oz.....	80	85
SCLEONAL, oz.....	40	42
SULPHUR, Flowers of, lb.....	2 1/2	4
Pure precipitated, lb.....	13	20
TARTAR EMELIC, lb.....	50	55
THYMOI (Thymic acid), oz.....	55	60
VERAFINE, oz.....	2 00	2 10
ZINC, Acetate, lb.....	70	75
Carbonate lb.....	25	30
Chloride, granular, oz.....	13	15
Iodide, oz.....	60	65
Oxide, lb.....	13	60
Sulphate, lb.....	9	11
Valerianate, oz.....	25	30

ESSENTIAL OILS.

Oil, Almond, bitter, oz.....	75	80
Sweet, lb.....	40	50
Amber, crude, lb.....	40	45
Rect., lb.....	60	65
Anise, lb.....	3 75	3 00
Bay, oz.....	50	60
Bergamot, lb.....	3 75	4 00
Cade, lb.....	90	1 00
Caput, lb.....	1 00	1 70
Capicum, oz.....	60	65
Caraway, lb.....	2 75	3 00
Cassia, lb.....	3 30	3 50
Cedar.....	55	85
Cinnamon, Ceylon, oz.....	2 75	3 00
Citronella, lb.....	80	85
Clove, lb.....	1 10	1 20
Copaba, lb.....	1 75	2 00
Croton, lb.....	1 50	1 75
Cubeb, lb.....	2 50	3 00
Cumin, lb.....	5 50	6 00
Erigeron, oz.....	20	25
Eucalyptus, lb.....	1 50	1 75
Fennel, lb.....	1 60	1 75

LINED OILS.

CASTOR, lb.....	11	12
COD LIVER, N.F., gal.....	2 25	2 30
Norwegian, gal.....	3 00	3 25
COLTSEED, gal.....	1 10	1 20
LARD, gal.....	90	1 00
LINSEED, boiled, gal.....	50	59
Raw, gal.....	55	58
NEAPSTOOL, gal.....	1 20	1 30
OLIVE, gal.....	1 20	1 25
Salad, gal.....	2 50	2 60
PALM, lb.....	12	13
SPERM, gal.....	1 35	1 40
TURPENTINE, gal.....	60	65

Quinine is easier.
 Castor oil much advanced: advices from Calcutta indicate still higher price
 Opium and morphia firm.
 Manufacturers of Kootenay Cure have advanced the price to old figures, wholesale \$12 per doz., retail \$1.50 per bottle.
 Moth camphor balls will be about the same price in 1897 as in 1896
 Sulphate copper has advanced.
 Carbolic acid a trifle higher.
 Thymol shows an advance probable.
 Jamaica sarsaparilla, lower.
 From Schimmel & Co.'s report we glean the following in reference to essential oils:
 On account of the large crop of anise seed in Russia the price of the oil is low, and likely to continue so
 Oil cassia has declined in price, a good deal of adulterated oil is offered, some samples containing only from 50 to 60 per cent. of pure oil.
 Oil cloves is unprecedentedly low, the price at which it is sold to-day by the producers being only one-tenth of its price in 1875.
 Oil bergamot will probably be reduced in price very shortly, as the reports from producing districts show a large yield.
 Oil lemon remains at former figures. The season's crop has been favorable.
 Oil peppermint. The yield of American oil is largely in excess of last year;

English oil, about average yield; Japanese oil, very large increase. Prices will probably decline

Menthol is very low, the quotations being very much below those of last year. The production has been more than double the shipments of menthol from Japan during the first six months of this year, being 23,825 catties.

England.

London, Eng., Nov. 27th, 1896.
 There has been hardly so much trade done this month in chemicals and drugs. Cod-liver oil has not tended higher, in spite of the consuming period having arrived. Citric and tartaric acid, also cream of tartar, are easier, but carbolic has advanced. Belladonna and gentian roots are dearer. Cardamom seeds are scarce, and prices are rapidly advancing. Gambooge easier. Glycerin is firm; myrrh lower; opium quiet. Oils—caraway easier, cloves dull, peppermint advancing, star-aniseed easier. Otto—prices are now firmer. Vanilla will be offered at special auction. Santonin has advanced fractionally.

Isococaine—Benzoate of iso-ethyl-econin, a quick local anesthetic.

Soluble bismuth phosphate is a soluble preparation used as a remedy in cholera infantum.

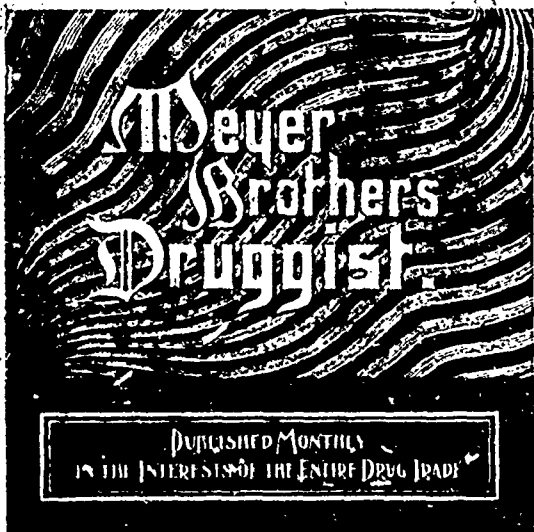
The "hit" of the day in drug store advertising is that of placing where it will not fail to meet the eye a perfectly white card, in size, say, 6x8 or 8x10 inches, containing a brief, terse sentence, calculated to fix itself indelibly in the reader's memory. The epigram, of course, calls attention to some particular article.

The card must be spotless, of good quality, and be printed in the neatest style of the typographic art, with deep margins.

We would be pleased to receive orders for the printing of such cards from readers of the CANADIAN DRUGGIST.

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Is the Strongest, Purest, and of Finest Flavor

*We are the largest refiners of LIME JUICE
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"ROUGH ON RATS"

THE GREATEST INSECT AND BUG DESTROYER ON EARTH



SOLD ALL AROUND THE WORLD.

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

CLEARs OUT

Rats, Mice, Ants,

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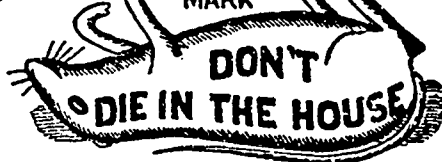
Skunks, Squirrels,

Weasels, Jack Rabbits,

Moles, Gophers, etc.

ROUGH ON RATS

TRADE MARK



Gone where the Woodbine Twineth.

CLEANS OUT

Flies, Water Bugs,

Roaches, Beetles,

Insects, Chipmunks,

Moths, Potato Bugs,

Gophers, etc.

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

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That is permanent •••••
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Egg emulsions have long been recognized as far superior to all others, but the lack of permanency has heretofore proven an apparently insuperable obstacle to their success. We are greatly pleased, therefore, to announce that we have succeeded in securing a stable formula which enables us to incorporate full forty per cent. of cod liver oil with no other emulsifying agent than eggs, and no other flavoring than a fine quality of brandy. We, therefore, present an emulsion, every ingredient of which is a nutrient, and which justly claims ethical recognition as the most meritorious preparation of cod liver oil on the market.

Perfect Emulsification, Nutritious; Permanent, Miscible with Water, Milk, Wine, etc.; Contains forty per cent. of Cod-liver Oil by volume; Exceedingly Palatable; an Elegant Preparation.

Send for sample package Just drop us a postal.



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