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# Canadian Druggist

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

VOL. XI.

TORONTO, DECEMBER, 1899.

No. 12

## Canadian Druggist

WILLIAM J. DYAS, PUBLISHER.

Subscription \$1 per year in advance.  
Advertising rates on application.

The CANADIAN DRUGGIST is issued on the 15th of each month, and all matter for insertion should reach us by the 5th of the month.

New advertisements or changes to be addressed

Canadian Druggist,

TRADERS' BANK CHAMBERS  
63 YONGE STREET,  
TORONTO, ONT.

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1899-1900.

Before another issue of THE CANADIAN DRUGGIST reaches its readers another year will have closed, and a new year as well as the beginning of a new century will have dawned upon us. In closing this volume it is not our intention, nor do we feel that it is necessary, to say much about ourselves, or our well-kept promises, or, it may be, our broken pledges. We have faithfully endeavored to work for the best interests of the drug trade of Canada, and our readers are perhaps the best judges as to whether our efforts have been properly directed, and whether the results have been satisfactory. But before entering upon a new volume we bespeaks a ready ear from our friends and trust to have many willing responses.

Although pharmaceutical editors know a great deal, or at least pretend to do so, they do not "know it all" and we want to bespeak the co-operation of several thousand druggists and drug clerks throughout this country in telling what they know of their fellow-druggists. If every druggist and drug clerk would but send in for publication, one item alone during the year, giving the result of some experimental work or something which came under his notice that he thinks would be of benefit to pharmacy at large, what a mass of useful information would be gathered and what a help might be given, it might be to some perplexed member of the Craft who was groping for just such information as his brother druggist had at his disposal.

There is no reason why we should not receive a hearty and willing response to this request. Let every druggist look upon it as his duty to the members of that profession of which he is a member, to do what he can to the advancement of pharmacy and enlightenment of his confreres.

We thank all our readers as well as contributors for their help during the

past year, and to all our friends we wish A Merry Christmas and a Happy and Prosperous New Year.

### Stock Keeping.

An o'd drug traveller states that comparatively few druggists adopt a definite system of stock keeping, and that as a result but few pharmacies are stocked as they should be for the requirements of their owners. Considering that every druggist has ample time at his disposal to enable him to become fully conversant with every detail of his stock, such a statement, coming from one who is in a position to judge well, casts a serious reflection upon the good judgment and business capacity of druggists as a body. It has been said that druggists, as a rule, though intelligent, are not good business men, but in the conduct of such an important detail as stock-keeping we dislike to see the statement verified.

He claims that some do not keep a want book at all, merely depending upon their memories to guide them when the traveller calls, and that in some instances he has been obliged to go through stock himself to gather his order. Such a condition of affairs is inexcusable, and could not but arouse the suspicion of a wide-awake traveller that his customer must sooner or later come to grief. In a business such as this, where every druggist is obliged to keep a large number of articles, and only a very limited quantity of each, the closest attention to stock-keeping is imperatively necessary. A want book must be kept; each salesman should be obliged to enter stock that he immediately handles and that he notices is getting low. In addition to this, the proprietor or clerk should glance through stock every morning to note that wants have not been neglected. If this is faithfully done, there is then no occasion to be either continually borrowing from a neighbor or advising customers that you are just out. The man who can't afford

to keep up stock can't afford to be in business, and the one who is too lazy or thoughtless to keep it up should not be in business. Neither can succeed because they fail to observe the first principles which lead to success, viz., attention to business.

#### A Feature of the Times.

Possibly nothing more clearly indicates the transitory condition of the drug trade than the numerous changes which have taken and which are taking place in it. In the city of Toronto alone within a space of five or six years, over a score of prominent retail druggists have left the dispensing counter for other pursuits, presumably more profitable if not more congenial. In nearly all such cases the individual has joined associates to form a joint stock company, thus cutting entirely adrift from the principles of business which actuated him during his career as a retailer.

The names of some of these companies in which scores of Ontario druggists have been at some time more or less interested will illustrate the state generated in the drug trade.

The Ontario Chemist's Mfg. Co., The Druggists' Corporation, The Scott & McMillan Co., The Balm Medicine Co., The Holgate, Fielding Co., The Toronto Drug Co., The Canadian Pharmacal Association, The Fielding, Kennedy Co., The McCann & Campbell Co., the MacKenzie, Snyder Co., The Griffiths & McPherson Co., The Todd Remedy Co. and The Toronto Pharmacal Co.

It is true that many of these firms have undergone changes, but the members of them have rarely gone back to their first love—the retail trade.

Perhaps the main object lesson to be derived from this is that there are too many druggists in Ontario—in Toronto, in particular, and that new avenues had to be found for the exercise of their energies.

Another factor which has contributed to produce these changes has been the growing belief that the drug trade was financially doomed through lack of legitimate protection and that in consequence almost any other field of labor was preferable. Be these reasons as they may, the rapidity with which they are taking place indicates an era of manufacturing enterprise which bodes ill for the less educated patent medicine manufacturer who has monopolized the field in the past.

The fact cannot be disguised that there is a sullen war being carried on against the patent medicine trade which is not likely to terminate until the retail druggist either dominates that trade or its profits. The retail druggists of Ontario may not be feared much as individuals but the unanimity with which they support a business policy makes them a power which cannot be lightly ignored.

#### Soda-water or Ice-cream Soda Cannot be Sold on Sunday.

The case of W. J. Urquhart, druggist, charged with a breach of law by selling soda-water on Sunday, and which we reported in our last issue, together with the Magistrate's decision imposing a fine, was brought before the Divisional Court at Toronto, December 11th, on application for defendant's counsel to quash the conviction. As this is a matter which affects all druggists who dispense soda water we give a full report of the proceedings. The trial took place before Justices Armour, Falonbridge and Street.

Reg. v. Urquhart.—W. Nesbitt, Q.C., for defendant, moved for leave to file the return to a certiorari and for a rule nisi to quash a conviction of the defendant by the police magistrate for the city of Toronto for an offence against the Lord's Day Act. W. J. Urquhart, the defendant, is a chemist and druggist carrying on business in the city of Toronto. The evidence before the magistrate showed that on Sunday, the 25th June, 1899, two policemen bought "ice-cream soda" at the defendant's shop and paid twenty cents therefor. One of the policemen swore that he was not ill and did not get the stuff for medicine, but he also said that nothing was said at the time as to whether either he or the other policeman was ill or not. Evidence was given by physicians to show that both ice-cream and soda-water were used as medicines. The magistrate found upon the evidence that soda-water and ice-cream are sometimes sold as medicines, and stated that, in his opinion, the sale of these articles mentioned in the evidence was not made as a sale of medicine, although nothing was said by either party on the subject. The conviction was that "William J. Urquhart, being a tradesman, carrying on business at the said city of Toronto, on the 25th day of June, 1899, being the Lord's day, at the city of Toronto aforesaid, at his shop, number 395 Yonge

street, in said city, unlawfully did sell and publicly show forth and expose and offer for sale certain goods and chattels, and other personal property, thereby doing and exercising the worldly labor, business, and work of his ordinary calling, by selling, amongst other goods, two glasses of ice cream soda (the same not being the conveying of travellers or Her Majesty's mail by land or by water, nor the selling of drugs and medicines, nor other works of necessity nor works of charity) contrary to the form of the statute in such case made and provided." The defendant was adjudged to pay a fine of \$1 and \$2.35 for costs. Counsel for the defendant contended that the conviction was bad, because the magistrate had expressly stated that the articles were sometimes sold as medicines, and that there was no evidence that they were not so sold in this case—the result of which was that there was no evidence to support the finding that there was not a sale of drugs or medicines within the exception in the statute. He also relied on Reg. v. Howarth, 33, U.C.R., 537. The court stated that Reg. v. Howarth had not been followed in this court for many years, during which it had been frequently laid down, and was thoroughly well established, that the finding of the magistrate upon a question of fact within his jurisdiction would not be reviewed by the court upon certiorari, but the defendant's remedy, if any, was by appeal. Rule nisi refused.

#### A Dominion Medical Council.

At the dinner of the Medical Faculty of Toronto University, Dec. 7th, attended by over 300 physicians and students, Dr. Roddick, M.P., Montreal, outlined the provisions of the bill for the creation of the Dominion Medical Council to be introduced at the coming session of Parliament. It is the intention to create a body like the British Medical Council, the diplomas of which will not only authorize holders to practice in all parts of Canada, but carry weight throughout the Empire. The council will consist of twenty-four members; three from each province. One from each will be appointed by the Governor-General, the second by the medical councils of the provinces, while the third shall be president of the medical council of each province. The examinations are to be held at first alternately at Montreal and Toronto, and later at other large cities.

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London, Ont.

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(P.D. pattern) in Alum. Cases, complete with pouch, per doz.

—\$15.00—

### Silk Elastic Stockings

—\$1.90 per pair—

### English Surgical Gauzes

—50 % off the list prices.—

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The **J. Stevens & Son Co., Limited**

145 Wellington St. West,

TORONTO.

# 'Diamond' Lye

Powdered  
Scented



is the best on the market

TRY A CASE

\$3.25

50c. 30 DAYS



## Canadian Cattle Spice

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



## Crown Gelatine

75c. dozen. 1 package makes  
1 quart fine jelly.



## "E" BRAND LIQUORICE

A fine extract at a moderate  
price. Please compare it  
with the highest priced  
brands.

This Extract will please your trade.



U. S. DISPENSATORY '99, now on hand.

E. & CO'S. BOILED SUGAR DROPS 85c. per bottle  
6 at 80c each

WITH BEST WISHES

For the approaching season,

Yours faithfully,

The **ELLIOT & CO., Limited**

5 FRONT ST. E.

TORONTO



## To the Druggists of Canada.



GENTLEMEN :—We are at present placing upon the market two proprietary articles of sterling merit, and intend that they shall be handled exclusively by the drug trade. You can procure the goods from your jobber at \$4.00 a doz., less 5%. 30 days, price being the same regardless of quantity.

We are advertising extensively in Toronto, and intend to do likewise throughout the Dominion.

Hoping that you will give these goods a fair share of your attention, we remain,

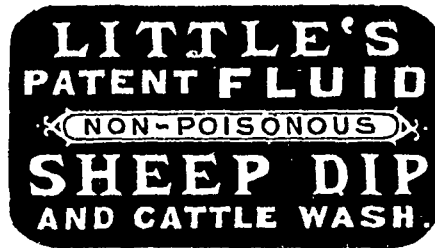
Yours Very Truly,

**TODD REMEDY CO.**

LIMITED

BUFFALO, N.Y.

TORONTO, ONT.



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.

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 75¢. 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.

**ROBERT WIGHTMAN, Druggist, OWEN SOUND, ONT.**

Sole Agent for the Dominion.

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

where accommodation can be provided in the hospitals. Candidates for Dominion diplomas must have spent four years in studying medicine at some university and one year in clinical work. Men of eminence, like Professor Osler, of Johns Hopkins University, are to be chosen as examiners. The outline presented by Dr. Roddick was regarded as entirely satisfactory, and the speaker was loudly cheered on resuming his seat.

#### Discounts, Freight, Etc.

Human nature seems to be alike in all business men so far as paying express cartage, boxing, freight, and similar charges is concerned. In fact, so much is the item freight generally dreaded that the traveller who offers to prepay charges will, as a rule, influence the prospective buyer to a greater degree than were he simply to offer a discount, even though in amount it might greatly exceed the other. The buyer in the one case considers that the offer to pay freight is, in reality, a gift, but that the offer of discount is merely a part of the deal. Business practice has undoubtedly caused the seller to arrange his prices subject to discounts, and the commonness of the custom has diminished its alluring influence over the buyer. To the purchaser who considers carefully his profits in buying as well as in selling, all such items are important, and fortunate is he whose account is so good and whose payments are so prompt that he can stand a chance to ask and obtain them. The majority of buyers are obliged to pay their freights, but none should be obliged to lose their discounts.

The druggist who buys at four months instead of taking his discount of 5% at the end of thirty days, is placing the 5% against the three months' extra time. He is just three months behind in his financing, and if no other way could be found to catch up, commercial wisdom would induce him to borrow the sum needed. There is not a druggist in Canada who would be willing to mortgage his future by paying his bank 5 per cent. each three months on a loan, yet in losing it he is practically doing the same thing to his supply house. Money at such a rate of interest has a great appetite for absorption. It makes the gainer fat and the loser thin financially, but, unfortunately for the loser, he feels rather than sees his loss while the other both sees and feels his gain.

## Books.

**MANUAL OF ORGANIC MATERIA MEDICA AND PHARMACOGNOSY**—An introduction to the study of the vegetable kingdom and the vegetable and animal drugs, comprising the botanical and physical characteristics, source, constituents, pharmacopœical preparations, insects injurious to drugs and pharmaceutical botany, by Lucius E. Sayre, B. S. Ph. M., dean of the School of Pharmacy, professor of materia medica and pharmacy in the University of Kansas, member of the Committee of Revision of the U. S. Pharmacopœia; 2nd edition, revised, 374 illustrations. Price, \$4.50. Philadelphia: P. Blakiston's, Son & Co., 1012 Walnut street. This valuable work, which has already been noticed in our columns, has now reached its second edition, and its value to the practical pharmacist has been much enhanced by the revisions made and the additional matters treated of. As stated in the preface, "Pharmacognosy is destined to make notable progress along with the development of microchemical technic" and "skill in the use of the microscope and a knowledge of the minute anatomy of plant structure is becoming more fully recognized as the science of pharmacy advances." The author has introduced in the present volume chapters on histology and microtechnic in place of the chapters on elementary botany, as in the former edition. The present work, although containing over 150 pages of new material, is not greatly increased in size.

**QUALITATIVE CHEMICAL ANALYSIS: A system of instruction in—**by Arthur Elliott, Ph. D., professor of emeritus chemistry and physics in the College of Pharmacy, of the city of New York, and George A. Ferguson, Ph. B., professor of analytical chemistry and director of the chemical laboratory in the College of Pharmacy, New York. Third edition, revised and enlarged. Price, \$1 50. Published by the authors, 115-119 West 68th street, New York City.

In this, the third edition of this work, the original methods, as outlined in the first edition, have been adhered to, viz., to present a work which would be a "hand book to be used with the living teacher." The present edition has been revised, and several important changes

are apparent, the scope being widened, and in several instances schemes have been substituted which have been found shorter and to give better results when used by beginners. The work consists of nineteen chapters, and fully covers the ground necessary in a course of instruction in chemical analysis.

#### Letters of Recommendation.

The giving of letters of recommendation should always be attended with great care and a conscientious regard for the truth. The recipient of such a letter is necessarily aware of its contents and depends upon it to place him in a true and disinterested light before the person he seeks to influence by it.

The true object of such letters is the promotion of the material welfare of the recipient by recommending his character and abilities in such a way that the person to whom he presents his credentials may unhesitatingly take him into his service and confidence without further enquiry as to his antecedents. If such a letter cannot be given conscientiously it had better not be given at all.

The young man whose record is not worthy of commendation should be obliged, like more worthy persons, to earn it before he receives it.

It is wrong to pen a character which the recipient either cannot or will not sustain. It is wrong to induce a stranger to accept and act upon representations which he finds to be false, but which he has no means of finding whether deliberately so or not.

It is wrong to stultify your own reputation by doing, even in kindness, a favor whose results are limited to your own act.

It is wrong to lie for anybody.

As announced by advertisement on another page of this journal the Optical Institute of Canada will follow its former custom of giving one advanced class only each year. *Retinoscopy* is the principal subject taught and the class is, of course, for graduate opticians only. The date set for the class to commence is Jan. 29th, a very opportune time as there is always a lull in business after the holidays. No graduate optician who prides himself in keeping abreast of optics should fail to acquire *Retinoscopy* under such a teacher as Dr. Hamill.

## Trade Notes

C. G. Taylor, druggist, Bridgewater, N.S., died Nov. 25th.

E. Mallett has opened a new drug store at Edmonton, N.W.T.

Dr. Gordon will shortly open a new drug store at Strathclair, Man.

A. M. Kane & Co. have opened a new drug store at Rathwell, Man.

Dr. W. R. Sparling is opening a new drug store in Winnipeg, Man.

W. D. Coates, druggist, Rat Portage, Ont., is admitting F. W. Canniff as partner.

Newton H. Brown has moved his drug business from 423 to 432 Yonge street, Toronto, Ont.

A. W. Coombes has purchased the drug business of the estate of Winslow Tilley, St. John, N.B.

J. F. Howard & Co., druggists, Winnipeg, Man., have made an assignment. Liabilities about \$70,000.

Lavigne & Boutin, druggists, Montreal, have dissolved partnership, Dr. Lavigne continuing the business.

Dr. Stewart, formerly of Newdale, Man., has purchased the drug business of Dr. Wilson, Shoal Lake, Man.

J. H. Booth has purchased the branch drug store of Cairncross & Lawrence on Richmond St., London, Ont.

H. A. Wise has purchased the drug business of the estate of J. F. Howard & Co., No. 1 McDermott Ave., Winnipeg, Man.

James A. Kennedy, senior partner of the wholesale drug firm of James A. Kennedy & Co., London, Ont., died Nov. 25th.

The Bole Drug Co., wholesale druggists, Winnipeg, Man., have moved into their new premises, corner of Princess and McDermott streets.

Francis Mackay, formerly with S. H. Hawke, has opened a new drug store in Moncton, N.B., having purchased the stock and fixtures from E. S. Enman.

J. W. Cunningham who has been connected for over ten years with the wholesale drug firm of James A. Kennedy & Co., London, Ont., has been appointed

manager of the firm owing to the death of Mr. Kennedy.

Messrs Edward Cavanagh, Jules D. Clement, James D. Tobin, Frederick C. Cadoret and Albert Leblanc, all of Montreal, are seeking incorporation with a capital of \$100,000, under the name of the Medical Alliance of America, with headquarters in Montreal.

### Personal.

Messrs. Saunders & Evans, Toronto, have discontinued acting as representatives for Davis & Lawrence Co.'s preparations.

W. E. Fraleigh, formerly of Toronto, is now clerk with J. W. Halpin, Brandon, Man., and is in charge of the optical department.

We are pleased to learn that Dr. T. D. Reed, Dean of the Montreal College of Pharmacy has almost completely recovered from the effects of his recent injuries.

Mr. L. S. Levee, manager of the T. A. Slocum Chemical Co., Ltd., is a candidate for school trustee in Ward No. 4, Toronto. Mr. Levee is a clear headed and capable business man, just such an one as would make an excellent trustee, and we hope the electors will see that he is chosen.

Mr. Jos. Contant, druggist, Notre Dame street, Montreal, will be a candidate for alderman in that city at the coming municipal elections. Mr. Contant as president of the Pharmaceutical Association of Quebec, and also of the Chamber du Commerce, has proved an excellent administrator, and the voters of the east ward will do themselves credit and gain a capable and painstaking representative by electing him.

### Obituary.

JAMES A. KENNEDY.

Mr. James A. Kennedy, wholesale druggist, and founder of the firm of James A. Kennedy & Co., London, Ont., died at his residence in that city, November 25th, aged 48 years.

Mr. Kennedy learned the drug business with Mr. B. A. Mitchell, of London, with whom he remained for several years

—first as apprentice and clerk, and afterwards as travelling salesman. He afterwards commenced a wholesale drug business on Richmond street, which he continued up to the time of his death. Deceased was well and favorably known throughout Western Ontario, having for some years travelled for his own house. He was a director of the Dominion Savings and Loan Society; a member of St. George's Lodge, A. F. & A. M., and also of St. George's Chapter and Knights Templar. His funeral took place on the 28th ult., and was very largely attended.

DR. GEORGE C. McPHERSON.

At the Presbyterian Hospital, Chicago, Ill., on Wednesday, December 6th, Dr. George C. McPherson, of Brainerd, Mich., died from an attack of acute pneumonia, which seized him on his journey from St. Paul to Chicago, en route to Toronto. Deceased was born in 1864 in Moore, Lambton county, Ont., was educated in Strathroy, and served his apprenticeship to the drug business with F. W. Meek, of that town.

After graduating, he opened a drug store in Brigidon, Ont., and shortly after moved to Toronto, and subsequently to Ann Arbor, Mich., where he graduated as a physician. Dr. McPherson was for two years house surgeon in the hospital at St. Paul, Minn., and he afterwards entered into the practice of his profession at Brainerd, in that State, and there he built up a splendid practice. The deceased, in company with his brother, Mr. W. D. McPherson, barrister, of this city, had been in attendance at a meeting of Knights Templar at Brainerd, and were both on their way to Toronto, when the doctor was seized with the attack which proved so suddenly fatal.

### Burglars Like Slocum's.

Burglars effected an entrance into the office of the T. A. Slocum Co., Limited, on the night of Dec. 11th. The safe, which contained considerable money at the time, was not disturbed, but the burglars, appreciating the value of Slocum's Emulsion of Cod Liver Oil, carried off several cases of it.

Dentist—"I see that I shall have to kill the nerve."

Patient—"For heaven's sake don't! It would ruin me in my business. I'm a life insurance agent."—*Michigan Tradesman.*

# CALVERT'S

**CARBOLIC DISINFECTANTS** (Fluid and Powders)  
**SOAPS, OINTMENT, TOOTH POWDER, ETC.**

Are the Original and Only Reliable

Have been awarded 100 Medals and Diplomas for Superior Excellence  
in competition with others.

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LYMAN, SONS & CO.; LYMAN, KNOX & CO.; and  
EVANS & SONS, LIMITED, Montreal.

LYMAN BROS. & CO., LIMITED, and EVANS &  
SONS, LIMITED, Toronto.

T. B. BARKER & SONS, St. John, N.B.

and other wholesale houses, who  
will be pleased to quote rates on application, or trade lists and circulars  
will be mailed direct by the manufacturers,

**F. C. CALVERT & CO., MANCHESTER, ENG.**

## HIGHEST AWARDS

Europe, Asia, Africa and America, comprising Forty-four Gold  
Medals and Grand Diplomas at the World's International  
Exhibitions for superior excellence.

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# A Merry Christmas

AND

# A Happy New Year.

Thanking all for the Favors shown us during the year.

---

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Give preparations of myrrh. (f) State any simple tests which would distinguish *P. myrrh* from powd. gentian.

7. *Nux Vomica*.—(a) Describe its gross appearance. (b) Give habitat. (c) State all its principal constituents. (d) Percentage of chief ones. (e) Are any of the principal constituents obtained from other plants? If so, name them; plants and alkaloids as well.

8. *Rhubarb*.—Give (a) constituents, and specify the active principle. (b) Habitat. (c) Principal varieties of root. (d) State how prepared and collected for the market. (e) Differentiate powdered rhubarb from powdered gamboge. (e) Are any precautions necessary in keeping rhubarb? If so, what?

9 and 10. Oral examinations.

Values—10, 10, 10, 10, 10, 10, 20.

PHARMACY.

Examiner: F. T. HARRISON. Time allowed: two hours.

1. *Syrupus ferri iodidi*:

- Iron, in wire. . . . . 25 grammes
- Iodine. . . . . S3 "
- Refined sugar. . . . . S25 "
- Distilled water, a sufficient quantity.

(a) Describe accurately how you would proceed in preparing the above, with notes as to precautions to be observed, etc.

(b) To what extent, if any, is the iron or the iodine in excess of that theoretically required to combine with the other?

(c) State the strength of the finished product, and give method for estimating same.

(Fe = 55.6. I = 125.9).

2. Describe briefly the B. P. method of preparing the following: Camphor water, chloroform water, cherry-laurel water, peppermint water, elder-flower water.

3. Give the alkaloidal strength of the following preparations of belladonna: Alcoholic extract, liquid extract, green extract, tincture, ointment and plaster. Also say from what part of the plant each is prepared, and briefly outline method of assay for the alkaloids of a belladonna preparation.

4. Give strength, menstruum used, and method of extraction employed for each of the following: Tincture of aconite, tincture of orange, tincture of calumba, tincture of cinchona, ethereal tincture of lobelia, tincture of opium.

5. In what way and from what cause are the following preparations liable to differ from the standard of strength and purity given in the B. P.: Diluted hydro-

cyanic acid, sulphurous acid, mercuric nitrate ointment, spirit of nitrous ether, Goulard's extract?

6. What do you understand by the terms "Volatile Oils" and "Fixed Oils"? Describe the general methods employed in preparing the former, and say how you might determine whether or not they were adulterated with a fixed oil or alcohol.

7. Enumerate the ingredients in the following: Aromatic sulphuric acid, aromatic spirit of ammonia, chloric ether, Fowler's solution, tincture of kino, compound tincture of cinchona.

8. Phenacetin: State from what it is prepared, and give its chemical and physical properties.

9 and 10. Oral and recognition of specimens.

Values—12, 8, 14, 12, 10, 9, 9, 6, 20.

DISPENSING.

Examiner: W. MURCHISON. Time allowed: 3 hours.

MISS KAY.

- R Quin. sulph. . . . . gr. xij.
- Bism. subnit. . . . . gr. xij.
- Ol. menth. pip. . . . . gtt. i.
- Misce ft. massa ct in pil. viij. div.
- i. vel. ij. proj. dosi nocte maneque.

FRED HUNT.

- R Sp. terebinth. . . . . ʒj.
- Tr. guaiaci. . . . . ʒij.
- Tr. tolutani. . . . . ʒij.
- Ol. menth. pip. . . . . ʒss.
- P. acaciae. . . . . q. s.
- Aq. . . . . ad. ʒiv.
- Fiat mist. cujus capiat coch. min. subinde.

LAURA ROSS.

- R Emp. lyttæ, q. s. ut fiat emp. 3½ x 5 in., extende super emp. adhesiv.
- Lateri dolenti applicand.

BERTHA LAKE.

- R Hydrarg. ammon. chlor. . . . . ʒi.
- Acidi tannici. . . . . gr. x.
- Vasclini. . . . . ʒi.
- Misce intire ut fiat ungu. frequenter utendum.

THOS. FLINT

- R Plumbi acet. . . . . gr. iij.
- Acidi tannici. . . . . gr. iij.
- Ol. ricini. . . . . gtt. ij.
- Ol. theobrom. . . . . gr. xij.
- Fiat suppos. mitte quatuor.
- More solito utend.

Values—19, 24, 19, 19, 19.

BOTANY.

Examiner: CHAS. R. SNEATH. Time allowed: Two hours.

1. What are buds? Enumerate and define the different kinds of buds.

2. What are the functions of a root? Distinguish between roots and underground stems

3. What do you mean by the following terms: Cambium layer, interstitial deposit, bichogamy, aestivation, imperfect flowers?

4. Write notes on: Cell wall, chlorophyll, protoplasts, and fibro-vascular buds.

5. What are the functions of the leaf? Explain its minute structure.

6. Define terms: Multiple fruit, accessory fruit, pome fruit, drupe fruit. Give examples.

7. Parasitic plants. Define and give examples. How do they differ from epiphytes?

8, 9, and 10 oral.

THE CHEMISTS AND DRUGGISTS' DIARY FOR 1900—THIS annual donation to subscribers to the *Chemist and Druggist* has come to hand.

As usual it is full of good things and this year contains what possibly will be of more general interest to the trade than usual. Besides the interleaved diary proper the work contains "Formulae and Memoranda" of value to all practical chemists, and in addition has valuable chapters on "The Spectacle Trade," "The Manufacture of Aerated Waters," "Photographic Goods," "Radiography," etc., all treated as "side lines for druggists." The Diary alone is well worth the subscription price asked for the *C. & D.*

The Living Age for 1900. During the fifty-six years of its existence this sterling weekly magazine has steadily maintained its high standard. It is a thoroughly satisfactory compilation of the most valuable literature of the day, and as such is unrivalled. As periodicals of all sorts continue to multiply, this magazine continues to increase in value; and it has become a necessity to the American reader. By its aid alone he can, with an economy of time, labor and money otherwise impracticable, keep well abreast with the literary and scientific progress of the age, and with the work of the ablest living writers. It is the most comprehensive of magazines, and its prospectus for 1900, which appears in another column, is well worth the attention of all who are selecting their reading matter for the new year. To new subscribers remitting now for the year 1900 the intervening numbers of 1899 are sent gratis, The Living Age Co., Boston, are the publishers.

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# Ontario College of Pharmacy.

Junior Examinations, December, 1899.

At the Junior Examinations held at the Ontario College of Pharmacy, commencing December 11th, 117 candidates presented themselves. Of these, 104 were successful. The following were the examining papers submitted:

## PHYSICS.

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

1. Define and explain what is meant by (a) a Caloric, (b) Radiant heat, (c) Specific heat, (d) Latent heat of vaporization of water.

2. A kilogramme of steam is passed into ten kilogrammes of water at 20° C. What is the temperature of the mixture?

3. Describe the construction of a barometer.

4. Draw a diagram and explain the principle of a common pump.

5. I. Describe—(a) a Grove cell, (b) a Small cell.

II. What do you mean by polarization of the negative plate of a cell?

6. Draw an image of candle produced by a convex lens when the candle is between the principal focus and the lens.

7. State the laws of reflection of light. Draw an image of a candle placed in front of a plain mirror. Explain the formation of more than one image of an object placed in front of a thick glass mirror.

8. Draw a diagram illustrating the dispersion of light by a glass prism.

9. Give the optical explanation of long-sightedness and of short-sightedness, and show what kind of glasses will assist in each case.

## CHEMISTRY.

Examiner: A. V. SCOTT, B.A., M.D., C.M. Time allowed: Two hours.

1. Define—Atom, molecule, mechanical mixture, valency, empiric and molecular formulae.

2. Describe fully history, occurrence, preparation, properties, and tests of chlorine. Why are fluorine, chlorine, bromine and iodine classified together?

3. What is the composition of air? What are some of the ordinary impurities, and how would they be detected?

4. Give fully the chemistry of arsenic.

5. How is phosphine prepared, and what are its properties?

6. Complete the following—

(a) Chlorine + calcium hydrate =

(b) Potassium nitrate + hydrogen sulphate =

(c) Phosphorus + water + bromine =

(d) Ammonium nitrate + heat =

(e) Nitric acid + sulphurous acid =

(f) Sodium chloride + manganese dioxide + sulphuric acid =

7. Find the percentage composition of potassium ferrocyanide.

8. How much zinc would be required to produce 1000 litres of hydrogen

(a) at normal temperature and pressure,

(b) at 91° C. and 950<sub>mm.</sub> pressure?

9. By the ordinary method of preparation what per cent. of phosphorus remains in combination?

10. 0.25 grms. of an organic substance gave 0.8103 grms. of carbon dioxide and 0.2655 of water. If the vapor is 3.76 times heavier than air, find the empirical and molecular formulæ.

## PHARMACY.

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

1. Metrical System—Give the derivation of (a) the unit of weight; (b) the unit of linear measure; (c) the unit of capacity. What are the metrical equivalents for (d) an imperial fluid-ounce; (e) an English inch; (f) a grain.

2. Add and reduce the amount to *avoirdupois ounces*:—2½ Kilos., 25¼ D. Gm., 430 c. Gm., 32 d. Gm., 5008 m. Gm., 56¾ H. Gm., 2 M. Gm., 86½ Gms.

3. Extraction—(a) What forces are at work while carrying on the process of percolation? (b) What is the duration of the period of maceration, and (c) what untoward circumstances are likely to follow prolongation of this period?

4. Potassium Chlorate—A quantity of this salt contains the following impurities:—KCl, K<sub>2</sub>SO<sub>4</sub>, CaCl<sub>2</sub>, coloring and insoluble matter; briefly outline a process of purification, and state at what stage and in what manner each of the contaminations mentioned will be removed.

5. A saturated solution (at 15° C) of pure potassium chlorate, has sp. gr. 1.028 and measures 300 c.m.; (a) how much saline matter is present? (b) What is the percentage strength of the solution?

6. Wanted 4 ozs. of a 4 per cent. solution of cocaine hydrochloride, containing also 2½ p.c. hydrogen borate; state weight of water and chemical ingredients required.

7. Give specific gravity and strength of the following official substances:—(a) rectified spirit; (b) nitric acid; (c) solution of ammonia; (d) glycerin; (e) syrup ferrous iodide.

8. A piece of wax weighs 14.25 grams; a block of brass (sufficiently large to immerse wax in water) weighs in distilled water, 15° C., 30 grams; wax and brass together weigh, in distilled water, 15° C., 29.25 grams. What is the specific gravity of the wax?

9. State how each of the following are affected by exposure in uncorked bottles of colorless glass:—(a) calcii chloridum, (b) sodii carbonas, (c) plumbi acetas, (d) liquor chlori, (e) liq. plumbi subacetatis fertis, (f) acidum sulphuricum.

10. Wanted 50 kilos. powdered cuprea bark, representing 5 p.c. of quinine. What quantity of each of the following powders assaying 3½, 4, 6 and 7 p.c. of quinine must be mixed to yield a product in compliance with this requirement?

## LATIN, ETC.

Examiner: J. T. FOTHERINGHAM, B.A., M.B., M.D., C.M. Time allowed: two hours

1. What are the uses of the ablative case as seen in the ordinary prescription?

2. Define the terms: Basis, corrigens, subscription and signature in the prescription.

3. Write concise notes on the kidney as an excreting organ.

4. Define the following terms: An excretion, a secretion, a ferment, an alterative, a hypnotic.

5. Give doses of following preparations: Vin. ij ecac, vin. ferri., syr. chloral, syr. tolut., tr. aloes, tr. asafotidæ, tr. valer. ammon., tr. iodi, tr. bellad., tr. nuc. vom., tr. digitalis, sp. chlorof, pv. rhei co., pv. ipecac co., ol. santali, liq. calcis, liq. arsen., extr. colchici, extr. bellad. viride, and ac. hydrocyan dil.

## HOTANY.

Examiner: A. V. SCOTT, B.A., M.D., C.M. Time allowed: two hours.

1. Describe a plant cell. Distinguish between xylem and phloem.

2. What is meant by aestivation and vernalization? Give the different varieties of the former, illustrating by drawings.

3. Name the organs of vegetation and of reproduction and the function of each.

4. Describe the different forms of indefinite inflorescence.

5. What is a root? Classify and explain. How are roots distinguished from underground stems?

6. Of what does a fruit consist? Compare a strawberry with a raspberry.

7, 8, 9 and 10. Practical.

#### PRACTICAL PHARMACY.

Examiner: CHAS. F. HERBNER, Ph.C., Pharm.B. (Tor.).  
Time allowed: two hours.

1. Determine the specific gravity of the liquid submitted in two-ounce bottle, and report on same in accordance with subjoined form:

(a) Liquid labelled—

(b) Quantity of liquid under investigation. (Give both weight and volume.)

(c) Weight of an equal volume of water.

(d) Specific gravity. (Exhibit figures in all calculations required.)

(e) What appliances were used in the above determination? (Answer this question by leaving upon lower shelf for inspection each appliance required, excepting the balance and weights.)

2. Prepare two fluid ounces of syrup of ferrous iodide, in accordance with the following formula:

Iodine.....	47.1
Iron, in card teeth.....	15.0
Refined sugar.....	458.4
Distilled water, a sufficient quantity.....	—
Product....	568.0 c.m. <sup>3</sup> .

Dissolve the sugar in 200 c.m.<sup>3</sup> boiling distilled water with heat. Dilute 40 c.m.<sup>3</sup> of the resulting syrup with an equal volume of distilled water, and set aside. Make a solution of ferrous iodide, using the iodine, iron, and distilled water, 80 c.m.<sup>3</sup>; when reaction has subsided, heat gently and finally boil slightly; filter the liquid while yet hot into the syrup, washing flask and filter with the diluted syrup which has been heated to boiling. Pass sufficient boiling distilled water through the filter to produce, when cold, 568 c.m.<sup>3</sup>. Mix and add a protective agent of your own choice. Bottle the syrup, label (using full Latin title) and deliver to the examiner.

Report on the syrup, stating:

(a) Amount of each ingredient used.

(b) Show by chemical equation the reaction of the iodine on the iron.

(c) Explain how iodine becomes dissolved during the earlier stages of the reaction.

(d) Why is the recent ferrous iodide solution ordered to be boiled before filtration?

(e) How should the syrup be stored, and why?

(f) Explain the principle of protection furnished by the agent used.

(g) Assuming the sp. gr. of the syrup to be 1.380, what percentage of ferrous iodide should be present? (Show work).  
Fe. = 55.6. I. = 125.9.

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

#### Junior Examination Results.

At the recent junior Examinations of the Ontario College of Pharmacy, held Nov. 27th and 28th, and Dec. 5th to 8th, inclusive, one hundred and seventeen candidates presented themselves, of which number one hundred and four secured the desired percentage, and will be permitted to enter the senior term, which commences on January 4th, 1900.

The official report on the results of the examination follow:

#### JUNIOR EXAMINATIONS, 1899.

First Class Honors, arranged in order of merit: G. H. Small, G. Tamblyn, Sough, F. Bertram, R. J. Nolan, J. C. Mills, O. R. Mabee, N. E. Suddaby, Leo C. Wilson, W. H. Whites, Wm. Teeter, Chas. Collins, Earnest Hayes, T. G. Patterson, J. A. Scott, Victor F. Kincaid, F. W. E. Keyes, Arthur C. Symmes, E. B. Ostrom, A. H. Box, W. A. Hertel, Arthur Sitter, O. G. Clendenan, A. A. Lister, R. E. Young, C. J. Dickson, E. H. Hunt, R. R. Stepler.

Second Class honors in order of merit: Thomas Caldecott, F. Y. Wynn, F. A. Rutherford, A. G. Brown and J. B. M. Hodgins (equal), H. T. Young, J. W. Y. Collins, H. S. Hamill, H. L. Mitchell, J. A. Simpson, W. M. Messer, A. E. Roberts, Charles Chambers, F. W. Marlatt, Herb. G. Mitchell, John Lines and A. E. Woodrofe (equal), H. J. Rea, S. J. Manchester, F. L. Traynor, R. A. Douglas, H. B. Gourlay, F. W. Dennis, R. Laing, R. W. Grieve, J. G. Wright, C. D. Kerr, W. Crossley, H. H. Wallis, W. Davidson, C. B. Smith.

Pass list, alphabetically arranged: J. M. Adams, Harry S. Begg, Harry L. Biden, Otis Cochrane, M. A. Collett, O. F. Covernton, E. R. Des Rosiers, A. C. Douglas, C. H. Duncan, Wm. Enony, G. W. Ferrier, S. W. Fisher, Clinton Gaspel, L. Gourlay, W. J. Graham, Thomas

Gumb, Leslie J. Hall, A. E. Helmer, Wm. Holmes, E. A. Labonte, H. C. Layman, V. Le Doux, Frank J. Lee, A. E. Le Francois, Allen Mack, E. H. Mahon, J. W. Mitchell, D. J. McDougall, Roy L. Nickerson, F. O'Connor, Reuben C. Post, W. T. Rapley, Everett A. Ray, Abram A. Schiedel, E. G. Seyler, John Shurie, H. N. Smith, A. F. Stewart, Charles S. Tanner, Joseph Tasse, J. P. Taylor, John W. Thompson, C. N. Wheatley, E. Woolard, Miss Alpha Yeomans.

Granted Agrotat with Pass Standing: Fred. J. Mitchell.

Starred in Subjects—

Pharmacy only: Meek, C. P.; Duncan, G. R.; Hewitt, O. H.

Physics only: Paterson, J. F.

Botany only: Porter, H. D.

Latin, Pharmacy, and Chemistry: Ormiston, Andrew.

Latin, Botany and Physics: Rance, Alfred.

Latin and Physics: McKay, Walter M.

Latin and Chemistry: Nasmyth, W. L.

Highest in Subjects—

Pharmacy (Theoretical and Practical):

Lister, A. A.; Tamblyn, G.; Nolan, P. J.

Latin: Symmes, A. C.; Tamblyn, G.; Small, G. H.

Botany: (Small, G. H., and Hayes, Earnest, equal), Mills, J. C.

Chemistry: Tamblyn, Geo.; Small, G. H.; Mabee, O. R.

Practical Chemistry: (Nolan, P. J., and Patterson, T. G., and Sough, Bertram F., all equal.)

Physics: Keyes, F. W. E. (Tamblyn, G., and Collins, Chas., and Small, G. H., equal).

#### New Druggists and Drug Clerks' Exchange.

We would call attention to the advertisement of Messrs. McCann & Campbell, which appears in this issue. The members of this firm are both retail druggists who have disposed of their businesses and have now opened a Druggists' Exchange at 9½ Adelaide street east, Toronto. They solicit the patronage of the trade, and THE CANADIAN DRUGGIST believes them well worthy of it.

Read the advertisement of the Todd Remedy Co. this month. They are placing good advertising in a number of daily papers, and we believe the demand will warrant druggists stocking the goods. The company consists of reliable men, engaged for the most part in the drug business, and will push the sales with energy.

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Cases of 1 doz. 24 oz. (Tom Gins)

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Btls. of 1 gross, 6 oz. " "

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The POWDER has the great advantage in not being affected by change of temperature or exposure to the atmosphere, and therefore in this form is the more reliable.

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AND AT LIVERPOOL AND BRISTOL.

To avoid imitations, please see that THE WRAPPER round each bottle bears our signature



# GOMBAULT'S Caustic Balsam

IS THE ONLY **Genuine**

The greatest veterinary remedy and blister in the market.

Put up with both English and French directions.

PRICE TO TRADE \$12 DOZ.  
RETAILS AT \$1.50.

See that Our Name is on Every Bottle

TAKE NO OTHER.

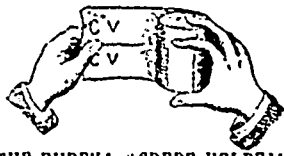
## The Lawrence-Williams Co.,

SOLE IMPORTERS FOR CANADA AND U.S.

21 Front Street West, TORONTO, Ont. 275 to 283 St. Clair Street, CLEVELAND, O., U.S.A

## VINCENT WOOD

The Largest Manufacturer of  
SURGICAL APPLIANCES  
in the World.



THE EUREKA "CREPE VELPEAU"

Absolute maker of Trusses, Surgical Elastic Hosiery, Suspensory Bandages, Abdominal Belts, Chest and Lungs Protectors, Corsets, Bandages, Elastics and Surgical Appliances generally.

Send for Price List.

4 Albion Place, Blackfriars Bridge, London S.E., Eng  
Steam Mills and Factories—Nottingham, London and Car'lon.

Statuettes, Electrods, Show Cards Free on Loan

### TO THE TRADE :

## INDIAN CATARRH CURE

A true, reliable remedy; perfectly non poisonous; contains no alkaloids. For internal and external use. Cures catarrh in children or adults.

For sale by

THE INDIAN CATARRH CURE CO.

146 St. James St. - - Montreal, P.Q.

## NOTWITHSTANDING THE FAMINE IN SPONGES

the world over, we have lately received from our Nassau, Florida and London agents a complete and splendid assortment, as follows:

In Bales, weighing from 25 to 75 lbs, unbleached, Florida, Abaco and Nassau Sheep Wools, No. 1 and 2 quality.

Abaco and Nassau Velvets, No. 1 and 2 quality.

Acklins and Nassau Reef, No. 1 quality.

Acklins and Nassau Grass, No. 1 and 2 quality.

Florida and Nassau Yellow, No. 1 quality.

Cuba Hard Heads—extra nice.

Also all the above lines in Cases, bleached, graded and packed by ourselves.

—NO CULIS OR RUBBISH IN BOXES—

Also a magnificent assortment of Mandraka and Honeycomb Bath, in extra fine forms, half forms and coupes.

Fine Turkey Cup, Surgeons' and Baby Sponges, Currier's Sponges, School Sponges, Carriage Sponges and Painter's Sponges.

SAUNDERS & EVANS  
30 WELLINGTON ST. EAST

50TH YEARS SALE  
And still unapproachable for Killing Flies.

## MATHER'S

ORIGINAL CHEMICAL

## FLY PAPERS

Every Paper guaranteed to kill QUICKLY without torturing the Flies, and are not unsightly in the room like the STICKY FLY PAPERS.  
SPECIAL PRICES ON APPLICATION.

W. MATHER, Limited, Dyer St., Hulme, MANCHESTER  
London and Export Agents—Messrs. MACE & HALDANE,  
94 Milton Street, E.C.



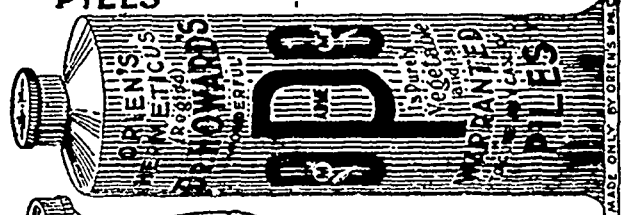
THIS season's business continues to show that the better McGregor's Butter Scotch is known the faster it sells. Free sample to any druggist. Sold only through the drug trade.

## W. S. MCGREGOR

2 MULOCK AVENUE TORONTO

### DR HOWARD'S ORIENTAL PILE OINTMENT

IS SOLD WITH A GUARANTEE TO CURE ANY CASE OF PILES WHERE A SURGICAL OPERATION IS NOT REQUIRED



DIRECTIONS for use: Unscrew the Cap from the Tube and screw on this APPLICATOR in its place, insert in the Rectum the full length of Applicator, press the Tube and the medicine does the rest.

A CLEAN, CONVENIENT CURE

Made only by ORIEN'S MANUF'G COY.  
Carlton Place, Ont.

SOLD BY ALL DRUGGISTS

PRICE COMPLETE \$1.00

## PLANTEN'S

# GELATINE CAPSULES

AND PERLOIDS

REGISTERED TRADE MARK

PEARL SHAPED CAPSULES.

MANUFACTURED BY  
**H. Planten & Son**  
ESTABLISHED 1836  
NEW YORK  
SPECIAL PRICES for EXPORT  
Correspondence Solicited

PLANTEN'S Comp. U & Cor Black and Sandal Wood Oil CAPSULES  
Are Celebrated the World over for Uniformity and Reliability  
Sold by all Druggists in the Dominion of Canada.  
Specify Planten's on all Orders.

H. Planten & Son (Established 1836) New York  
"Pioneer American Capsule House"

### Pharmaceutical Association of the North-West Territories.

The regular annual meeting of the council of the association, which should have been held at Moose Jaw, was convened at Regina on November 2nd, President R. Martin, of Regina, in the chair, there being also present Messrs. J. G. Templeton, of Calgary, A. D. Ferguson; of Wolseley, and W. Pennington, of Moosomin.

The business of the past year was presented by the Registrar and was fully discussed by the council.

Subjoined is the Auditor's report :

Cr.	
1898.	
Dec. 17—By entrance fees . . . . .	\$346 59
1899.	
Oct. 30—Annual fees . . . . .	115 00
Registration fees . . . . .	210 30
Examination fees . . . . .	60 00
	\$725 89
Dr.	
1898.	
To bank account . . . . .	30
Postage and mailing . . . . .	66 30
June 28—Salary of Reg. Treasurer . . . . .	50 00
Postage . . . . .	7 50
Examiner's fees . . . . .	40 00
Printing . . . . .	4 50
1899.	
July 20—Postage . . . . .	10 00
Salary of Reg. Treasurer . . . . .	50 00
Auditing . . . . .	0 00
Balance in bank . . . . .	176 14
Balance on hand . . . . .	315 15
	\$725 89

The following are the officers for the ensuing year: President, R. Martin; Vice President, A. D. Ferguson; Registrar-Treasurer, W. Pennington.

It was decided by the council to hold a druggists' convention at the time of the next annual meeting in Regina, at which they hope to get a good representation of the members of the association. A committee has been formed to prepare a programme. Papers will be read, and other matters of interest to the trade will be presented and fully discussed. It is hoped that all interested will bear this in mind. Notice will be given to each member in due time.

### Counterfeiting.

The proprietor and manufacturer of Payson's Indelible Ink, Mr. A. L. Williston, has found two manufacturers of indelible ink in different parts of the west using imitations of his yellow and red labels and wrappers and special advertising matter peculiar to Payson's Ink which have been in use by Payson's In-

delible Ink for over 65 years and which are likely to deceive the public so that a purchaser might inadvertently purchase other indelible ink than Payson's for Payson's Indelible Ink.

He employed expert attorneys in the matter and after the presentation of his claims to these infringing manufacturers they admitted his prior trade rights, and both of them executed contracts broadly abandoning the infringing features and acknowledging his claims.

### Ten Special Points to be Remembered

1. A drug store must be opened at a regular hour every morning and closed at a regular hour every night, thereby showing customers that you have a business method of conducting your store.

2. Keep your store clean and bright at all times, also arrange a neat show window at least once a week, thereby inviting the public to call. Never have a dingy looking store at night, for to save gas means a poor light as well as a chance to make mistakes.

3. See that your clerks are as pleasant and agreeable to all customers as you are, for a kind word every now and then means, not only the retaining of that patron, but others who may hear of it as well.

4. A good salesman in a drug store means the continuation of that business as well as the increase of the contents of the money drawer.

5. Drug clerks should have the interests of the proprietor at heart, for are they not being paid for their services, and have they not an opportunity of increasing their own salaries by attending strictly to business?

6. Wholesale druggists will always sell a retailer cheap drugs at cheap prices, but bear in mind that pure drugs and chemicals only should be used in prescriptions and shelf preparations if you expect to have a clear conscience.

7. The physician who discovers that his druggist makes a habit of ordering cheap drugs and chemicals will soon send his prescriptions to another store, thereby possibly saving a human life.

8. Accommodate your neighboring druggist and he will treat you likewise. Discount your bills and watch carefully prices made to you by keeping posted, which can be accomplished by subscribing to several drug journals containing price lists.

9. National Formulary preparations are not used as much as they should be. Every druggist should make a full line of them, show them to physicians in his vicinity, with explanations as to manner of preparing same, therapeutical indications and doses.

10. Advertising is the life of trade. Let people in your neighborhood know of your existence, for if you fail to do so, you have only yourself to blame when customers patronize another drug store. — O. F. Claus, at meeting of Missouri Pharm. Ass'n.

### The Invention of Glass.

The invention of glass has been hitherto somewhat generally ascribed to the Phœnicians. Mr. Ludwig Grote, however, in an article in *Fielden's Magazine*, contends that this was not the case.

"Neither the Jews nor the Phœnicians, he says, "can be looked upon as the inventors of glass. We find, for instance, that the Persians, at the time of Alexander the Great, were also drinking out of glass vessels; that the Assyrians were versed in the art of making glass, as we can prove by discoveries at Nineveh; and also that the art of making glass and of imitating precious stones was known to the ancient Indians. Of great importance with regard to the history of the manufacture of glass are also the ancient Egyptians. When one remembers the great industrial activity of these people, it is not surprising that, with reference to the making of glass, more numerous traditions of it are recorded by them than by any other people."

Solidified alcohol, not frozen alcohol but a mixture of alcohol, soap, and water, has been patented in Germany to use in place of the ordinary spirit lamp, by being burnt in tin containers.

Dry yeast is prepared in Russia by mixing pressed yeast with an equal quantity of potato or corn starch, forming into flat pieces which are laid upon wire nets to be dried at a gentle heat. Thus treated, the yeast retains its fermentative power perfectly. — (*Chem. Ztg.*)

Hæmol bromide is recommended as a substitute for potassium and other alkali bromides in epilepsy. The dose is 2 Gm (30 grain) two or three times daily — *Ph. Post.*

## Patents Relating to Pharmacy.

- 63311, Sanitary hammock, Alice M. Bartlett, Lowell, Mass.
- 633424, Device for preventing seasickness, Carlo Calliano, Turin, Italy.
- 633448, Quinin compound, Edwin W. Grove, St. Louis, Mo.
- 633454, Case for vaccination appliances, Richard M. Higgins, Webster Groves, Mo.
- 633264, Invalid bed, George Huntington, Santa Ana, Cal.
- 633289, Medicinal compound and making same, Albert Neumann, Berlin, Germany.
- 633390, Automatic disinfector, John W. Schell, Philadelphia, Pa.
- 633164, Electrortherapeutic bath, Henry Sanger, Ulm, Germany
- 633223, Electromedical apparatus, Wm. P. Sutton, Toronto, Canada.
- 31522, Design, Supporting fork for vaginal specula, Charles J. Pilling, Philadelphia, Pa.
- 633557, Nozzle for syringes, Charles L. Akers, Louisville, Ky.
- 633805, Syringe, James G. Chandler, Racine, Wis.
- 633846, Nasal douch, Charles H. Ingersoll, Chicago, Ill.
- 633596, Body-brace, John H. Kellogg, Battle Creek, Mich.
- 633667, Immunizing preparations from bacillus pyocyaneus, Oscar Loew, Washington, D.C.
- 632391, Oxone-generator, Henri Abraham and L. Marmier, Paris, France.
- 632559, Electromedical appliance, John A. Freeman, Beard, Ky.
- 632310, Electromedical battery, Casterna J. Marius, West Hoboken, N.J.
- 632828, Making uric-acid derivatives, Fritz Ach, Mannheim, Germany.
- 632687, Invalid cup, David N. Akard, Mill Point, Tenn.
- 633004, Bed and douche pan, Daniel Hogan, New York, N.Y.
- 632727, Surgical bandage, John Kuyath, St. Louis, Mo.
- 632728, Syringe, Frederick J. Lander, Rochester, N.Y.
- 633051, Apparatus for raising or lowering invalids, Frank Spicer and W. Snyder, Lancaster, Pa.

## TRADE-MARKS.

- 33466, Medical compound for the cure of certain named diseases, H. & H. Chemical Co., Scranton, Pa.
- 33467, Medicines for certain named diseases, Charles H. Munson, Kansas City, Mo.

## LABELS.

- 7112, "S. Green's Compound" for a medicine, Seymour Green, Saginaw, Mich.
- 7113, "Cough and Lung Balsam" for a medicine, John J. Legate, Farmington, Ky.
- 7114, "Manna" for a medicine, Marvin H. Logan, Des Moines, Iowa.
- 7115, "Pleasant Celery Headache Cure" for a medicine, Marvellous Medical Company, Cincinnati, Ohio.
- 7116, "Peiroco R.R. & Co.," for a medicine, Reinhart, Rogg & Co., Cincinnati, Ohio.
- 7127, "Cascaramels" for a medicine, J. P. Sauerwein, Baltimore, Md.

TO DISGUISE THE TASTE OF QUININ. The *Gazetta degli Ospedale*, December 27, 1898, publishes the following formula: quinin sulphate 4 gm., citric acid 10 gm., simple syrup and syrup of orange-peel aa 10 gm., aq. dest. q. s. for 20 cc. Pour ten drops of this mixture into fifty grams water and add 3 grams of sodium bicarbonate. Drink while it is effervescing.

## Photographical Postal Card.

The *Papier Zeitung* gives the following method of preparing paper for photographic purposes, which is so simple that it may be applied to postal cards. Any well "sized" paper is available for the purpose, however, and even an unsized paper may be employed, providing it be treated with a 10 per cent. solution of gelatin in water carrying 2 per cent. of arrowroot (*i.e.*, made soluble by boiling). A 50 per cent. decoction of carrageen is also available for the purpose. This, which is really a sizing, may be applied to the surface of the paper with a broad, flat pencil.

A surface thus prepared is far better, and the pictures thereon are stronger than when an unsized paper is employed.

Having prepared your paper, go over the surface (after letting it dry thoroughly), using a similar pencil, with a solution of 10 parts iron oxalate in 100 parts of distilled water, and let dry. With a clean pencil, kept especially for the purpose, again go over the surface with a 1 per cent. solution of silver nitrate in distilled water, and let dry. Red light must be used in these two operations.

The paper is now ready for use, and under proper precautions, chief of which is the absolute exclusion of light, will keep for several days.

In printing make a strong copy, and develop in the following bath:

Distilled water..... 400 parts.  
Potassium oxalate, neutral... 50 parts.

Mix.

After development, wash thoroughly and fix in the following bath;

Distilled water..... 100 parts.  
Sodium thiosulphate..... 5 parts.  
Gold chloride solution, 1%... 5 parts.

Mix. This is the bath recommended, but other baths may be used.

## Watching the Other Fellow.

Merchants who never make a move until they see what their competitors do never lead; and because they never lead they are never really what can be termed successful.

It is the same in business as in a race; the prizes fall to the leaders.

When a man is preparing for a race, he does not concern himself about what his competitors are doing. All he is concerned about is getting himself "fit."

It is the same with bright up-to-date merchants. They want to get "fit." And in pursuance of this desire, they never cease trying to master the details of their business; they keep themselves informed as to the condition of the market, and as to new goods so that they can buy right; they read trade papers and keep their eyes open when abroad, so that they can gather ideas and enlarge those they already have; they keep their stores in good order and study window dressing and advertising.

Business is not a lottery with them; it is a success.—*Exchange*.

## From a Store Clerkship to a Multi-Millionaire.

John Wanamaker, the dry goods merchant prince, began his career as a clerk earning three dollars a week. He is at present the most famous merchant in the world, and said to be worth \$15,000,000. His advice is:

1. Learn to do some one thing well and throw all your energies into it.
2. As sound common sense and ambition form the basis of success cultivate these qualities.
3. Granted common sense and ambition, determination is the great secret and *sine qua non* of success.
4. Let common sense show you the path to pursue, and pursue it to the end. Success will be your reward.

**RAYMOND'S**



**Pectoral Plaster**

Is now in stock by all Wholesale Druggists in Canada, and Our Missionaries are visiting the retail trade.

You will find that they will not try to load you up or sell you any goods.

Give them a chance to tell their story when they call on you, and you will find out how we have been able to create a demand for our goods without adopting the old-fashioned method of loading up the retailer on promises of big advertising.

**RAYMOND & CO., 62 Carroll St., BROOKLYN, N.Y.**

**The following is a partial list**

OF THE

**Goods We Manufacture:**

- The Sun Lighting Machine.**  
(sprinkling system.)
- The Beacon Acetylene Machine.**  
(immersion system.)
- The Simplex Acetylene Generator.**  
(the best and cheapest machine made for supplying a moderate number of lights.)
- The Duplex Acetylene Machine.**  
(the only machine that will supply both Light and Heat from one and the same machine.)
- Acetylene Gas Stoves and Ranges.**  
(for use with the above machine.)
- Special Photographic Apparatus.**  
(beats sunlight for photography.)
- The "Crescent" Acetylene Burner.**
- Acetylene Gas Meters, etc.**

We also make a specialty of lighting towns and villages, for which we design special apparatus. Our goods are all guaranteed. Send for catalogue.



**Acetylene Manufacturing Company**


LIMITED


Head Office, **LONDON, Ont.**

CAPITAL, \$300,000.


**HIMROD'S  
ASTHMA  
CURE**

**NEVER FAILS**





Cartons of Samples  
and Show Cards fur-  
nished on application.



**HIMROD M'G. CO.**  
SOLE PROPRIETORS  
No. 14-16 Vesey Street, NEW YORK

*Johnson's*  
**Belladonna Plaster**


Prepared by  
**Johnson & Johnson**  
New Brunswick, N.J., U.S.A.

The Medical Profession and Hospitals have adopted Johnson's Belladonna Plasters for use in the place of nearly all other kinds of Plasters.

*THESE PLASTERS ARE THE BEST*

"I am greatly pleased with Johnson's Belladonna Plaster. I had it given me and had the most excellent and better effect than any other I have had." —Dr. H. H. Davis, University of Texas.

"After a careful test of Johnson's Belladonna Plaster in the Philadelphia Hospital for Skin Diseases I had an increased action and more immediate effect." —Dr. J. H. ...



MADE OF  
**BELLADONNA**  
in a purest  
Preparation

**EXCELLENCE  
UNIFORMITY  
EFFICIENCY**

# Just 100 per cent. Profit to be made by selling

## "TARINA"

The Ladies' Hair Soap

TARINA is the best advertised Tar Soap in Canada; is handsomely put up; retails 25 cents, and gives a good profit. It's not only a first-rate shampoo and skin soap, but druggists may recommend it as a positive preventive against the evil effects of perspiration.

Order at once, to be prepared for calls.

### ALBERT TOILET SOAP COMPANY MONTREAL

The only Pills which purge without pain

**BOISSY'S  
SAPONACEOUS  
PILLS**

**LAXATIVE  
PURGATIVE  
REFRESHING**

The Box of 40 Pills: 2/- free by Post.  
Phie BOISSY, 2, Place Vendôme, PARIS

**Clough  
Corkscrew Co.,**  
ALTON, N. H., U.S.A.  
ORIGINAL PATENTEES.  
SAMPLES, ALL  
SIZES, FREE.

**PAYSON'S  
INDELEBLE INK.**  
For marking Linen—Silk & Cotton  
WITH A COMMON PEN  
Without the Preparation

**THE OLDEST - THE BEST**  
Received Medal and Diploma at Province of  
Quebec Exposition, Montreal, 1897.  
Trade supplied by all leading Drug Houses in the  
Dominion.

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

PLAIN, LACQUERED AND DECORATED

**DOVES  
BOXES**

MAKE THE BEST  
SEAMLESS TIN

IN THE MARKET

For sale at Manufacturers' Prices by the leading whole-sale druggists and druggists' sundrymen throughout Canada.  
Complete Illustrated Price List free on Application

ONTARIO

## Vaccine Farm

ESTABLISHED 1885

Pure and reliable Vaccine matter always on hand. Orders by mail or otherwise promptly filled.  
10 Ivory Points, \$1.00; 5 Ivory Points, 65c.; single points, 20 cts.

LIBERAL DISCOUNT TO THE TRADE.  
Address all orders,

**VACCINE FARM,**  
A. STEWART, M.D., Palmerston, Ont.

## MINARD'S "KING OF PAIN." LINIMENT

Sold from Halifax to Victoria

BY

HALIFAX { Brown & Webb, Simons Bros. & Co.  
Forsyth, Satchell & 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. Wiser & Co.  
LONDON—London Drug Co. Jas. A. Kennedy & Co.  
WINNIPEG—Martin, Bole & Wynne Co.  
NEW WESTMINSTER—D. S. Carlin & Co.

VICTORIA AND VANCOUVER.—Langley & Henderson Bros.  
QUEBEC.—W. Brunet et Cie.  
ST. JOHN.—Canadian Drug Co. S. McDiarmid & Co.  
PRESCO" T.—T. W. Chamberlain & Co.  
MONTREAL.—Huden, Huber & Co.

Keep a keen eye on the staples of your toilet counter.

Here's a staple that you cannot afford to do without.  
Teaberry is a dentrifice that gives fullest satisfaction to customers.  
"It preserves the teeth" is a statement that can be used with unreserved confidence regarding Teaberry.  
Its purifying properties make it a dentrifice that meets every expectation of the user.  
So'd at 25c. a bottle.

**ZOPESA CHEMICAL CO.**  
Manufacturers, TORONTO.

A LARGE AND INCREASING SALE ON THE CONTINENT IS THE BEST PROOF OF THE MERITS OF

## CODY'S Cocoa Wine

Get our price. It will interest you.  
**C. C. CODY & CO.,**  
Kingston, Jamaica, W. I.  
**J. S. HAMILTON & CO.,** Brantford  
Agents for Canada.

## Veterinary Formulae.

In a recent number of the CANADIAN DRUGGIST we gave a number of formulae, some of which might be found of service to those druggists who have occasion to prepare remedies of this kind. We now give some additional formulae, taken from various exchanges, etc.

## ANTI-SCOUR POWDERS FOR CATTLE.

Powdered catechu.....	ʒij.
Powdered ginger.....	ʒiiss.
Powdered opium.....	ʒiiss.
Prepared chalk.....	ʒiij.

Mix, and divide into ʒss. powders.

For calves a quarter of a powder is mixed with a little dry flour and about ½ pint of warm gruel or milk before administration.

## COUGH POWDERS FOR HORSES AND CATTLE.

Powdered camphor.....	ʒiij.
Powdered belladonna leaves.....	ʒiiss.
Potassium nitrate.....	ʒss.
Powdered ginger.....	ʒij.
Powdered anise.....	ʒiij.

Mix, and divide into six powders.

One powder to be taken in a mash every night.

## DR. TICEHURST'S PHYSIC BALL.

Barbadoes aloes.....	7 drs.
Jalap.....	1 dr.
Gentian.....	1 dr.
Ginger.....	1 dr.
Calomel.....	1 dr.

Mass the powdered drugs and calomel with glycerine. Roll out, in powdered licorice root, to an oblong cylindrical shape one inch in diameter and two inches long. Be careful in adding the glycerine, or you will have too soft a mass. In massing aloes with glycerine it sometimes happens that the material will lock quite dry and then suddenly turn to a semi-liquid consistency, particularly when a slight excess of glycerine is present. Add a little glycerine at a time and work the mass up well with the pestle. Roll the finished ball up in a sheet of manila W. C. paper, twisting the paper up tightly at the ends, so as to keep the ball in shape. The balls are given just as they are, paper and all.

## BISMUTH SUBGALLATE FOR MOIST SORES.

For a healing powder for galls and sores, equal parts of powdered nutgalls and burnt alum has always given good satisfaction with my customers, but lately I have formed the opinion that bismuth subgallate is the remedy *par excellence* for moist sores, and have had fine results from it. It dries up and heals small cuts and abrasions very quickly.

## THE WESTMINSTER KENNEL CLUB'S CURE FOR MANGE

Whale oil—genuine.....	1 pint
Flowers of sulphur.....	1 oz.
Oil of tar.....	2 ozs.
Cru le petroleum.....	1 oz.

M.

Shake well and rub in thoroughly once a day.

The whale oil must be the real thing and not the common "fish oil" that is sent out by some wholesale dealers for whale oil.

## SHERWOOD'S RUBBING LINIMENT.

Gum camphor.....	3 ozs.
Tincture of cantharides.....	3 ozs.
Tincture of capsicum.....	3 ozs.
Alcohol.....	1 pint
Tincture of arnica.....	1½ pint

## GASOLENE LINIMENT.

Alcohol.....	½ pint
Gasolene.....	½ pint
Tincture of arnica.....	½ pint
Tincture of iodine.....	4 ozs.

## LEG LOTION.

Corrosive sublimate.....	1 oz.
Muriate ammonia.....	2 ozs.
Acetate lead.....	3 ozs.
Sulphate copper.....	2 ozs.
Ether.....	3 ozs.
Alcohol.....	½ pint
Water.....	1½ gal.

These three formulas are in constant use in one of the eastern hunt clubs, for hunters and polo ponies. The first two are stimulating rubbing liniments for lameness and soreness, the second formula being the stronger of the two. The third, the "Leg Lotion," is an astringent, antiseptic wash applied to hunters, polo ponies and race horses after a hard run or race.

## SURE BLISTER.

A blister used by one of the largest stock farms on Long Island consists of:

Powdered cantharides.....	2 ozs.
Mercury biniodide.....	2 ozs.
Benzoated lard.....	12 ozs.

Rub the biniodide with a little of the lard until thoroughly incorporated before adding the balance of the ingredients.

## RED BLISTER.

Two drachms of mercury and lard, or petrolatum, to one ounce, is about right for a quick-acting blister. One ounce of corrosive sublimate to a pint of oil of turpentine, to be well shaken and applied with a brush, makes a mild liquid blister that will vesiculate slowly and not destroy the hair.

## LIQUID BLISTER.

No. 1.—Cantharides.....	8 oz.
Euphorbium.....	1 oz.
Capsicum.....	1 oz.
Oil turpentine.....	5 oz.
Alcohol (wood).....	35 oz.

Digest for two weeks, then strain.

No. 2.—Croton oil.....	2 dr.
Cantharides.....	1 oz.
Euphorbium.....	1 oz.
Oil turpentine.....	3 oz.
Petrolatum (or lard).....	3 oz.

No. 3.—Cantharides, fine powder.....	3 av. oz.
Euphorbium, fine powder.....	3 av. oz.
Corrosive sublimate.....	4 av. oz.
Mercurial ointment.....	8 av. oz.
Linseed oil.....	16 fl. dr.
Sulphuric acid.....	4 fl. oz.
Nitric acid.....	4 fl. oz.
Oil turpentine.....	16 fl. oz.
Petroleum.....	8 fl. oz.

Add the sulphuric acid gradually to the linseed oil, then add the nitric acid very gradually, and after that the turpentine and petroleum. Let stand for several days, decant from residue, and mix with the decanted liquid the mercurial ointment, to which have previously been added the corrosive sublimate, cantharides, and euphorbium.

Extreme care must be taken in mixing the acids and oils, to add the acids very slowly, with constant stirring, to the oil contained in a broad vessel, such as an evaporating dish.

## Solidified Spirit.

There has, of late, been a good deal of talk in the public press concerning the use to which solidified alcohol is to be put in the near future. In France a proposal has been made to burn alcohol in lamps specially constructed, instead of benzoline or other spirit. While the minds of scientists and inventors have been occupied by the subject, an English company has brought the matter to a practical stage by producing solidified spirit in a form which promises to prove a great success. The new material is called "Spiratine," and we recently had the opportunity of inspecting it at the offices of the Spiritine Co., Limited, 5 Carteret Street, Westminster, London, S.W. In appearance the material is not unlike paraffin wax, excepting that it has a slightly blue cast. It is put up in various-shaped packages, one being a small, lever-top tin, which retails at a penny. Upon the top of the can being removed and a match applied, the solidified spirit at once catches light and gives a hot flame, which lasts for nearly an hour. A larger-sized can, with a screw top, gives a bigger flame, and burns for forty minutes; this retails at threepence. The great advantage of the material in its present form is that it is valuable for instant use at any time, it being quite solid. It is portable, and is therefore particularly useful for cyclists, who occasionally want a flame to make repairs. It is also use-

ful for hospitals and sick chambers, as it burns without smell, or the nursery, for heating food, and for many other purposes where heating flame may be produced at a moment's notice. One point in connection with the material is that as it burns the solidity of the bulk of the material is maintained, only a portion at the top becoming liquefied. When the flame is blown out solidification again ensues immediately. We think that the new invention, which is a most ingenious one, will be found extremely useful, and we confidently predict for it a great success.—*Oils, Colors, and Drysalteries.*

#### Artificial Camphor.

According to a patent recently taken out artificial camphor—*i.e.*, true camphor, not the terpene hydrochloride often called by this name—can be prepared in either of the following methods: 1. Pinene mono-hydrochloride is prepared by acting on American turpentine with hydrochloric acid gas. This is purified by sublimation in a current of steam, and converted into camphene by heating with an alkali and sodium acetate. The camphene is then oxydised, by heating it with alkaline permanganate, to camphor. 2. Camphoric acid  $C_{12}H_{16}O_4$  is produced by the prolonged action of hot air and water on ordinary turpentine, and is reduced by nascent hydrogen to camphor.—*Apotheker Zeitung.*

#### Kreosoform.

According to the French patent this disinfectant is prepared by mixing 1000 gms. of creosote, 800 gms. of 40 p.c. formaldehyde solution and 1500 gms. of hydrochloric acid. The resulting condensation product after washing with water forms a greenish, inodorous, tasteless and insoluble mass. Creosote can be replaced by guaiacol, but in this case it is necessary to warm the mixture in order to promote reaction. The resulting compound is yellowish in color. Both compounds have been known for some time under the names of Kreoform and Geoform respectively.—*Phar. Centr., 40, p. 151 V. C.*

#### Crystallin.

This is a solution of pyroxylin, in which the ether and alcohol are replaced by wood spirit and amyl acetate. It is

prepared by dissolving 1 part of pyroxylin in a mixture of 4 parts of wood spirit and 15 parts of amyl acetate. By adding 5 parts of castor oil and 10 parts of Canada balsam to 20 parts of crystallin, "elastic crystallin" is obtained. Crystallin is claimed to have the advantage of drying less rapidly than collodion and leaving a clear, transparent film.—*Drog. Zeit.*

#### Syrup of Rhubarb.

F. W. Haussmann suggests the following process for making a syrup of rhubarb which he regards as an improvement on the B.P. and U.S.P. preparations: Mix 4 C.c. of spirit of cinnamon, U.S.P., with 100 C.c. of fluid extract of rhubarb, U.S.P., and add 375 C.c. of water in which 10 G.m. of potassium carbonate has previously been dissolved. Allow the mixture to stand for two hours, with occasional agitation, then filter and pass sufficient water through the filter to bring the volume of liquid to 475 C.c. In this dissolve 750 Gm. of sugar by agitation, without heat, and strain, finally, add sufficient water to make 1,000 C.c. of the finished syrup.—*Am. Journ. Pharm., 71, 267.*

#### Bottle Closure for Sterilized Liquids.

Evers (*Pharm. Zeit.*) proposes the following as a simple and efficient method for closing bottles subjected to sterilization. With a red-hot wire pierce a hole through a prime cork from the middle of its side diagonally through to the centre of the nether surface. Insert this cork into the neck of the bottle in such a manner that the lateral opening is just above the lip, thus permitting the escape of gases. When the process is finished, drive down the cork into the neck, when the bottle will be closed air-tight.

#### Aspirin.

Aspirin is an acetic ester of salicylic acid. It is intended to supplant salicylic acid and the salicylates in medicine. It is obtained by the action of acetic anhydride on salicylic acid and crystallizes in form of white needles, soluble to the extent of 1 per cent. in water, very soluble in alcohol and ether, and readily decomposed by the action of dilute acids. It does not give a color reaction with ferric chloride. The advantages claimed for this compound are several. It is free from the irritating effects of salicylic acid

on the mucous membranes of the stomach. It passes through the stomach unchanged, but is slowly decomposed in the intestines with the liberation of salicylic acid and rarely causes ringing in the ears. It does not occasion gastric disturbances or loss of appetite. The dose is 3 Gm. (about 45 grains) daily, preferably given in sweetened water.—*Bull. Comm. de Pharm.*

#### Liquid Air as an Explosive.

The explosive power of liquid air has been shown by experiments made in Vienna in firing a cannon with its aid. It has been estimated that the explosive power is twenty times that of dynamite; it occasions no heat, but increases the firing ranges.

#### A Curious Poison.

Mention has been made in the Exchanges of a South American drug used by the Indians, which is called Ezcal. A grain of it has the effect of starting an irresistible desire for exertion. The victim begins walking briskly round and round in small circles till he drops dead in his tracks. There is no pain, but much excitement.

#### Cork Soap.

A firm of Parisian manufacturers make a cork soap to float on water which has still the outward appearance of an ordinary toilet soap. It may be prepared in the cold by incorporating finely powdered cork with very thin slices of soap, the whole being afterwards submitted to the same manipulations as usually happens with a toilet soap. The cork soap may also be prepared in the hot way. In this case the finely divided cork is made into a paste with water, which is mixed with the soap. Cork soap may also be made by introducing a piece of cork into a cake of soap before it has set by means of a special instrument. The cake is then stamped in the ordinary way.

Ferrichthol is the commercial name given to ichthyol-sulphonate of iron. As placed on the market by the Ichthyol-Gesellschaft, of Hamburg, it contains 3.5 per cent. of iron, organically combined, and 96.5 per cent. of ichthyol-sulphonic acid. It is nearly odorless and tasteless, and is used for anæmia and chlorosis, in the form of tablets containing 0.1 Gm. (about 1½ grain) each.—*Ph. Era.*

## Practical Hints on Advertising.

By CHARLES AUSTIN BATES, New York.

A writer in the *Men's Outfitter* publishes an article in which he purports to give the experience of a successful business man. He asks the business man whether a man, being perfectly honest, can get rich in business.

Then he makes the business man say:

"When I first started in business I fixed up a motto like this: 'Justice; I accord it to all men and exact it of them.'" Very good. A lot of men came in and bought things, man fashion, and went out, and I said to myself: This is easy—doing business, just like Sunday-School. By and by I noticed a whole lot of other men who wouldn't do business that way, and I found I wanted their trade too—I needed it. So then I began to reflect that there are two sides to a bargain, and perhaps the buyer has as much right as the seller to say how the trade shall be conducted. After that I began to let them dictate. I began to take lessons in the 'art of doing business.' My motto would work all right on the first class, but they were so few you could handle them all yourself—you wouldn't want any clerks hardly. And the other class was so large and had so many ways of wanting to trade that it took me a long time to learn their whims.

"One man has to be petted and flattered, so I call him colonel—because he is a captain in a high-toned organization. Another comes in and he wants to buy everything a little cheaper than anybody else; can't help it, he was born that way and seems to consider it a right of his, a prerogative. Well, I ask him a little more to commence with and give him a chance to haggle. Another has a notion that everything must be made for him; and although I have a silk hat in stock that fits him and suits him in every way, he says, 'No, you must make me one on my block.' So I set that hat aside and made it for him. I try to suit them all. So now, I've got another motto, but I don't hang it up on the wall, and I hope it is a righteous motto too. It reads like this:

"'I'll treat you honest as long as you'll treat me—and a little mite longer. But not much.'"

I guess there's some human nature in this. Just the same, it's painted with a little too broad a brush to "gibe" with the facts. Diplomacy is necessary

in business. But diplomacy doesn't necessarily mean dishonesty. It isn't dishonesty to call the conceited man "Colonel" when he comes into your store any more than it is honesty to call him an infernal scoundrel and refuse to sell him goods because you don't like him and he doesn't belong to the same church. Every business man has to learn to be tolerant of all the little oddities and vanities of human nature. But in this day and age I'm sure more men make a success by marking the prices on their goods in plain figures and sticking to them than do so by following the old plan of haggling with the customer over the price.

Of course, it depends to some extent on where you are doing business. At the county fairs in Ireland a farmer will bring his pig to the fair to sell it. Another farmer will come along and want to buy it. The two will start in and haggle over the price of that pig. They'll start in early Tuesday morning, and with intervals for drinks, they'll still be arguing and haggling at 6 p.m. Tuesday afternoon. To hear them you'd imagine they were fighting instead of driving a bargain.

Now, this way of doing business may be all right for the country districts in Ireland. If J.G.S. had a pig for sale and took it to an Irish fair for the purpose of selling it he would probably make a great mistake by labelling it at the outset with the lowest figure he was willing to take, and then sticking to that figure. It's quite possible that the pig might die of old age before he managed to sell it. However, if other men imitated him and kept coming to the fair and labeling their pigs with the bottom price at the outset, and this was kept up, eventually the country Irishman might see the saving in the matter of time, breath, profanity, drinks and lies, and adopt the one-price plan.

That's exactly what has happened in this country. In backwoods sections there may still be a few people who aren't educated up to the one-price plan of doing business, and who prefer to buy their goods on the country-fair plan, but they are few and far between. Most Americans live in a hurry. To haggle over the price of anything is a waste of time. That is really the biggest question at issue. The one-price-in-plain figures plan, saves time, and time is money, and money is what Americans are after.

"J.G.S." writes a very entertaining

little story that rather tickles one's funny bone. But when you get right down to business, the merchant who does business on the "haggle" plan in America at this time is a chump, pure and simple. He's hopelessly behind the times.

The little anecdote about making the hat is very amusing, but the merchant who takes it for a guide and tries to practice it, has a moral cinch on eventual bankruptcy. It is a mistake to imagine that your customers are chumps. Try to fool them by selling them ready made silk hats on the pretence that they're made to order, and eventually one and then another and then many of these customers will find that you've been fooling them, and they'll take a whole lot of customers, whom you've possibly treated squarely along with them.

"J.G.S." writes a good funny story, but I hope that none of the readers of the *Men's Outfitter* will be sufficiently foolish to try to do business upon the plan that his stories lead to.

Be honest about your goods and your methods of doing business—be just as diplomatic as you please in your treatment of a customer.

## Balsams and Resins Used In Perfumery.

By A. M. GARNER.

Specially translated for the *Soapmaker and Perfumer*.

Tolu.—This is attributed to several trees, but some of the names about to be given may belong to the same tree. The following names are quoted by different authorities: *Myrospermum toluiferum*, *Toluiferum balsamum*, *Myroxylon toluiferum*, and *Myroxylon Pareirae*. The tolu tree of northern South America is a large leguminous tree, and is specially cultivated at Tolu, near Carthagena. The balsam runs from incisions in the bark and is caught in cups made of the black native wax. It hardens very rapidly. It is of a golden yellow or reddish brown color, and is distinguished from Peru balsam by softening much more easily when heated. The specific gravity of Tolu balsam is about 1.15, and it has an agreeable smell. Water removes a little of its odor and some of its benzoic acid. It is completely soluble in the cold in acetic acid, alcohol, chloroform, or caustic potash and acetone, and imperfectly in ether. In petroleum ether, benzole or bisulphide of carbon it is insoluble.

Brazilian tolu is softer and more sticky than Carthagena tolu, which only melts



at 60° C. Tolu balsam contains about one per cent. of toluene and cinnamic and benzoic acids. It is often adulterated with turpentine or colophony, both of which can be detected by their being soluble in carbon bisulphide.

**BALM OF MECCA OR GILEAD.**—This balsam, whose virtues are much vaunted in the East, comes from a small tree known to botanists as *Amyris opobalsamum*. According to Pesse, the only plantation now existing is in Arabia Petraea, and it only yields three pounds a year, which supply is always bespoken beforehand. Hence what comes over here in little gilt leaden bottles must be something different. The contents of these bottles are a whitish liquid of an agreeable penetrating odor, compounded of those of turpentine and essence of lemon. The taste is bitter, acrid and astringent. When fresh and good the balsam is liquid and floats on water. When a single drop falls on to water it spreads out and forms a film. This dries in a few minutes, and can then be lifted off like a bit of skin. The balsam turns yellow with age and loses its smell and transparency. When dropped on paper balm of Gilead does not make translucent spots.

**CAMPHOR.**—This comes from two trees, the *Laurus (Cinnamomum) camphora* of China and Japan, also known as *Camphora officinarum*, and *Dryobalanops camphora* of Borneo. The *Laurus camphora* attains a great age and size. Every part of the camphor tree contains camphor, which is extracted by boiling with water. The camphor is purified by sublimation, lime being first mixed with it to remove resin and oil, and, if necessary, iron filings to combine with any sulphur that may be present, and charcoal to destroy coloring matter. The sublimate is made into cakes by hydraulic pressure. Camphor is slightly soluble in water and readily in alcohol, ether, acetone, chloroform, benzole, glacial acetic acid and carbon bisulphide. It fuses at 175° C. (Borneo camphor at 189° C.) and boils at 205° C.

**STORAX** flows from a small tree called *Styrax officinale* or *Liquidambar orientale*, which grows in Syria and Cyprus. It is also extracted by boiling in water. Storax should be of a reddish color and have a soft and greasy feel and agreeable smell. Hard or dirty samples should be rejected. Tear storax approaches balsam of Peru, or rather vanilla, in its odor. Styrax is

liquid storax got by boiling the storax in copper vessels till the resins dissolve in the liquid part. Its specific gravity is 1.115, and it is partly dissolved by most of the ordinary solvents. Styrax contains 10 to 15 per cent. of styrol, the same quantity of cinnamic acid and also styracine; 65 per cent. of it should dissolve in 90 per cent. alcohol. If it will not sink in a solution of one pound of salt in eight pounds of water, it has probably been adulterated with turpentine. American storax, or white Peru balsam, is the product of *Liquidambar styraciflua*, which grows in Mexico and Louisiana. It is a clear, transparent, yellow kind of storax, lighter than water and acid in reaction. It contains 24 per cent. of styracin and one per cent. of benzoic acid.

**MASTIC** is a white transparent substance yielded by *Pistacia lentiscus*. It is indorous until rubbed.

**CATECHU** comes from the fruits of *Mimosa catechu*. There are three kinds of it: (1) A sort coming upon the market in dull reddish lumps weighing five ounces or so each. They are astringent, but are not bitter, being often rather sweet. This is the best kind, and is scarce. (2) Brown catechu. This is heavier and harder than the first sort, in smaller lumps (about three ounces each) and has an astringent, bitter taste. It is never sweet. (3) Lump catechu. This comes into commerce in lumps of about six ounces, wrapped in leaves. It has a dark tawny color and a bitter, astringent taste.

**OPOPONAX** comes from an umbelliferous plant. The names found in the books are *Pastinaca opoponax*, *Opoponax chironium* and *Opoponax persicum*. It is very little used. It must not be confounded with oil of opoponax, with which it has nothing to do. Its odor is like that of myrrh. It has a waxy lustre and forms a golden-yellow powder. In lumps it is usually reddish or brownish yellow. It is very bitter, and its odor is powerful and, in spite of its resemblance to that of myrrh, very characteristic.

**OLIBANUM** or **FRANKINCENSE** is yielded by three species of *Boswellia* (*B. serrata*, *B. thurifera*, and *Thurifera glabra*), a fair-sized tree. It comes from India and Somaliland. The juice of the tree is either exuded spontaneously or flows from cuts made in the trunk. Myeti frankincense is the best. It has a specific gravity of 1.22, and occurs in oblong yellowish or reddish tears. The very finest

is nearly colorless, only having a slight greenish tint. Olibanum has a sharp aromatic smell and taste.

**DRAGON'S BLOOD** is the production of an East Indian tree. The names given in the books are *Dracaena draco*, *Calamus draco* and *Calamus rotang*. The juice is anti-scorbutic. The transparent tears give a dark red powder. The resin occurs more often in lumps than in tears.

**MYRRH** is the product of a small spring shrub, *Laurus (Balsamedendron) myrrha*, grown in Arabia and Abyssinia and at the southern end of the Red Sea. The resin exudes from cuts in the bark. It arrives here via India, and the first sorting takes place in Bombay. As it exudes the balsam is a yellowish-white substance of buttery consistence, but the transparent tears it first sets into reddish with age. It has a bitter taste and a powerful smell. The specific gravity of myrrh is from 1.12 to 1.2. A freshly broken surface exhibits an oily lustre, and perhaps veiny streaks. The inferior sorts have a dark color. Not more than six per cent. of the resin ought to dissolve in petroleum ether. The solution should be colorless. The commonest adulterants of myrrh are cherry and plum tree gum. *Commiphora schimperi* and *Commiphora abyssinica* are two other plants which yield myrrh.

A commercial on his first trip called upon a well-known chemist. He was nervous as he put his hand in his pocket and handed out a card.

"I represent that concern," said the young man.

"You are fortunate," replied the chemist.

The commercial was encouraged, and said:

"I think so, sir. And the chemist who trades with us is even more so. My firm has the finest line of cosmetics in the country."

"I shouldn't have thought it," slowly responded the man of medicines. "Her complexion looks natural."

And he handed back the photograph which the young man had given him by mistake. He took it, and left without waiting to make any farewell remarks.

Physician (giving advice)—"Lastly, McGorry, don't go to sleep on an empty stomach." McGorry (who is ailing)—"No danger at that, doctor: Oi always slape on me back."—*Harper's Bazar*.

# The LORD NELSON CIGAR

is as good a ten cent cigar as the most critical smoker can wish for. It is good because nothing but the choicest Havana is used as a filler and only the finest Sumatra as a wrapper. If you wish to cultivate a ten cent trade that will stay with you, **Lord Nelson** will assist you wonderfully.

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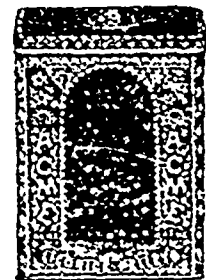
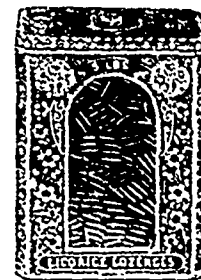
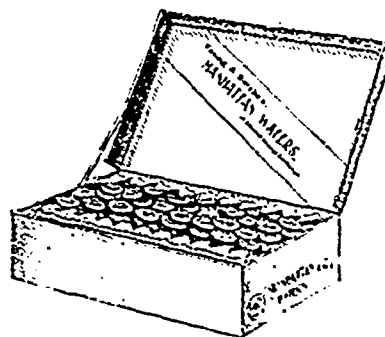


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Any druggist will be at liberty to return the Cigars at my expense at any time for thirty days after he gets them, and, moreover, if in six months after the order is received the druggist finds that the Cigars have not sold, I will even then take them back and refund the druggist his money. Let me write you more in detail about this proposition in which

**I take all the Risk.**

J. BRUCE PAYNE, Mfr.,  
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Write us for prices on the following goods :

## Pharmaceutical CASTOR OIL

(The finest goods on the Canadian market.)  
Packed 2 tins in cases, weight 75 lbs. oil.

### 1st Pressure Castor Oil

Packed as follows: 2 tins in cases, 4 tins in cases,  
½ bbls. and bbls.

### 2nd Pressure Castor Oil or East India Castor Oil

Packed same as 1st Pressure.

### Glycolum

(Liquid Vaseline). A white and colorless oil used extensively for nasal and spraying purposes.

Turpentine, Boiled and Raw Linseed Oils,  
Straw Refined Seal Oil, Pale and Straw Seal Oil,  
Sperm Oil (pure), Bicycle and Sewing Machine Oil,  
Pine Tar (in tins and bottles).

### PETROLATUM

Snow White, Lily White, Cream White, } Bbls., ½ bbls.,  
Extra Amber, Amber, Yellow, } 50 and 25 lb. tubs,  
Veterinary. } 10, 5 and 1 lb. tins,  
gross, ½ gross and }  
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**Atlantic Refining Co.**  
TORONTO

# Who Orders ?

Who is "the power behind the throne," if not the woman? She does the ordering for the family.

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## Some Fatty or Aromatic Alcohols.

My intention is to present, in this paper a few facts about some aromatic and fatty alcohols, which are closely related, not so much medicinally as chemically. The first of these is methyl-alcohol.

Methyl-alcohol, wood spirits, or wood alcohol, as it is generally known, is found in several substances; among others, in combination with salicylic acid. It can be prepared from the product of wood, whence its name. It is largely used in the manufacture of organic dyes and varnishes, and in the preparation of methylated spirits. In pharmacy it is used very largely as a solvent for fats, oils, and resins. When taken into the system it intoxicates. Methyl-alcohol, under the incorrect name of naphtha, was introduced into the practice of medicine some years ago by Dr. John Hastings, of London, who proposed it as a remedy for consumption. It was afterward found to have no curative effect over the disease. The therapeutic powers of this substance as far as observation has gone are narcotic, sedative, and anti-emetic.

Closely related to methyl-alcohol is ethyl-alcohol, belonging to a series of organic hydrates of which methyl alcohol is the first. Ethyl-alcohol is also known by the names, spirits of wine, alcohol and methyl-carbinol. It was known in the earliest times, since it is combined in all wines prepared by the fermentation of grape juice. When the juice of grapes is kept for a few days at an ordinary temperature it changes into wine; the sugar dextrose and levulose, which are present in the juice, decompose into alcohol and carbon dioxide. This change is caused by small vegetable organism. The process is called fermentation. All wines, beers, spirits and the alcohols of commerce are prepared by the process of fermentation. One of the several ways by which it can be prepared scientifically is by converting ethane into ethyl-chloride and heating with dilute alkali under pressure. Its properties and uses medicinally as well as pharmaceutically need not be mentioned, as they are well known.

Amyl-alcohol also belongs to this series. There are eight of these alcohols capable of existing, all of which have the same formula. They are found in fusel oil. Commercial amyl-alcohol is prepared from fusel oil by fractional distillation. This substance was made official by the Dublin College, in the pharmacopœia of 1850, as

an artificial source of valerianic acid, to be used in forming valerianate of rodum. Was introduced into the United States pharmacopœia for a similar purpose. At a late revision, however, valerianic acid was dismissed, and an amylic-alcohol was no longer wanted for its preparation it was also thrown out. It has a pungent, unpleasant odor, and is used as a solvent in the preparation of essences and perfumes. Taken internally it is an active an irritant poison.

Resorcin is an alcohol belonging to the benzene series. Barth first obtained this substance in 1864 from galbanum resin by fusing it with potassa. It has also been prepared from ammoniac and assafœtida. At present it is made from the benzene disulphonic acid, and purified by sublimation and crystallization. Resorcin and carbolic acid are very closely related; chemically carbolic acid contains one less hydroxyl than resorcin. Their physiological properties are about the same. It is distinctly poisonous to all lower organisms, and according to Martin Cohn a one per cent. solution of it is sufficient to arrest putrefactive changes in organic infusions, and even abnormal tissues, for a long time. But it is said to be quite inferior to carbolic acid as an antiseptic. When given internally it causes tremor, loss of consciousness, and convulsions which, with sufficiently large doses, become more violent until death. So far as known, no case of fatal poisoning has occurred from its use. The dose of the pure resorcin is from two to five grains. For use externally a solution or ointment may be made varying from five to thirty per cent.

Glycerine is a tri-acid alcohol. It is generally found in combination with the acids of the fatty acid series. The alcohol was discovered in 1789 by Scheele, who called it the sweet principle of oils. It is produced by the saponification of fats with caustic potash, which yields the free glycerine and a potassium salt of the acid. The two methods by which glycerine has been prepared are the processes of Wilson and Payne, viz., by decomposing the fats with superheated steam, and by subjecting fatty substances to the action of water at a high temperature under pressure, in which the fats are broken up into free glycerine and fatty acids, the water supplying the elements hydrogen and oxygen necessary for the change. Immense quantities of glycerine are now produced in the United States yearly. The census of 1880 reported eight million pounds as

produced that year, of which one-half was used in the manufacture of nitro-glycerine. According to the best authorities, the yearly European production is now nine thousand tons. The importation into the United States for 1887 amounted to twelve million pounds. The solvent and preservative properties as well as the agreeable taste of glycerine renders it very useful as a menstruum in pharmacy. Glycerine is now used extensively as an external remedy. It appears to have been used first by Dr. Thomas De la Rue, of London, in 1846. It was also tried in the hospital for skin diseases, where it came into extensive use.—*From a paper read by F. J. Briggs at Oklahoma Phar. Asso.*

## HÆMOSTATIC ANÆSTHETIC SOLUTION.

A solution which combines the hæmostatic properties of gelatin with the anæsthetic action of cocaine and eucaine is prepared by A. Legrand as follows:—

Pure gelatin.....	2 gm.
Pure sodium chloride.....	70 centigrms.
Eucaine hydrochloride..	70 centigrms.
Cocaine hydrochloride. .	30 centigrms.
Pure phenol.....	10 centigrms.
Distilled water to produce..	100 c.c.

The preparation is poured while warm into sterilized tubes, when cold it sets to a jelly, which liquefies again at 20° to 25° C., and may in this state be used for injection. It has been found to give excellent results in dental practice, producing good anæsthesia and preventing hæmorrhage.—*Nouv. Rem. (Phar. JI.)*

## ELIXIR OF BOLDO.

	Parts.
Crushed boldo leaves.....	30
Alcohol (60 per cent.)....	120
Madeira wine.....	500
Simple syrup.....	350
Distilled water, q. s. to produce..	1,000 il. pts.

Macerate the boldo in the alcohol for 48 hours; then add the wine and macerate for 3 days; strain and press, then add the syrup. The residue is treated with sufficient water to bring up the volume of the expressed liquid to 1,000; allowed to stand for some days, then filtered. It is given in atonic dyspepsia, as a stomachic, in doses of a tablespoonful daily, after meals.—*Rev. Med. Pharm. (Phar. JI.)*

Doctor—"The patient requires absolute rest; I will prescribe something that will deaden his nerves, in fact, render him partially senseless."

Relative—"Why don't you send him your bill?"

Fluid Extract of Tolu Balsam is a liquid intended for the extemporaneous preparation of syrup of tolu, and represents 1 part of the balsam in 4 parts of extract. The syrup is made by simple admixture of 4 parts of the extract with 30 parts of simple syrup.—*Ztsch. f. Pharm.*

WRITING ON GLASS—For marking prices on bottles, in fact for writing on glass in any shape, pure aluminum is frequently used. The lines can be made as fine or as heavy as desired, and for this reason the aluminum pencil may serve for marking and graduating burettes, pipettes, etc. The more nearly pure the metal is, the plainer and more serviceable the mark.

Antiarthrin is a proprietary preparation in pill form, containing salicin, saligenin, hydrochloric acid and dextrose. It is recommended for uric acid diathesis.—*Ph. Post.*

Sanatogen is a glycerophosphate of sodium-casein prepared from milk-casein. It is a nearly tasteless and odorless, white powder, containing 95 per cent. of casein and 5 per cent. of sodium glycerophosphate. Used in doses of 10 to 40 gm. daily in milk or cacao, as a nutrient and tonic. (*Ph. Post.*)

To mask the taste of Quinine the following combination is recommended: Quinine sulphate 4, citric acid 10, simple syrup 10, syrup of orange 10, water 10 to 20 parts. Of this mixture 10 drops are added to 50 cc. of water, 3 gm. of bicarbonate of sodium added and the mixture taken during the effervescence. (*Med. Wchschr.*)

#### Central Business College.

The Central Business College of Toronto is enjoying unusual prosperity this term, and while it is constantly sending out capable young men and women into business positions, it has been found necessary to enlarge its premises and increase its equipment to accommodate the steadily increasing attendance, which last week brought in representatives from Thessalon, Listowel, Delhi, Islington, Georgetown, Brampton, Guelph, Sundridge, Newcastle, Fenelon Falls, and St. Johns, Nfld. This is truly a representative business school.

#### Building Up a Successful Optical Business.

From an Address by R. N. Clark at a Meeting of the Illinois Optical Society.

No matter how thoroughly an optician may understand his profession, and how competent he may be, at the beginning of his career he starts without reputation, and he must devise some means of informing the public of his knowledge and of giving them confidence in his skill. The rapidity with which this is accomplished depends upon local conditions, coupled with the ingenuity and tact of the optician himself, together with such aids as he may acquire from other sources.

#### THE ART OF IMPRESSING THE PUBLIC.

To reach and influence the people three methods must be employed: First, general advertising; second, by way of their own observation, that is, through the outward showing the optician may make, together with his own personality; and, third, the best way of all, by means of the satisfied patient.

We all know the value of newspaper advertising, but it seems to me many of the optical advertisements lack dignity worthy of the calling. Harping on the exceptional merits of Afghanistan crystal lenses, the possibility of curing every disease under the sun by means of glasses, or the permanent adaptation of the lenses to every change of accommodation (examples we are all familiar with), brings the advertiser too close to the realm of the quack doctor to win general favor and also brings the optician into disfavor with the local physicians, whose good-will he can usually secure if he tries, but cannot afford to lose.

On the contrary, explanations of the general principles of ophthalmology, illustration of new apparatus in use by the optician or descriptions of new frames, and difference between perfect and imperfect lenses, will interest and attract the public. Above all things, hit at some one thing in the advertisement, for a single idea well brought out is worth a dozen generalities. A case in point: I had on hand a quantity of eye-glass guards, which although a good thing did not seem to move as rapidly as they should. Guards had been generally advertised by us, but a single insertion in a theatre programme, with a cut of the guard, which was peculiar enough to attract immediate attention, and a short description of the staying-on qualities of

the guard, sold the entire lot, and the people called for more.

Our means of advertising is to appear as a public educator. Nearly all towns have their educational courses at some period or other, and by means of a stereopticon and set of eye-slides the optician can supply both an entertaining and instructive evening, which will prove a source of profit to himself later. The best audience of this character that the practitioner can appear before is one consisting of school teachers, and a favorable time is at the country normals. Returns will come in long after the optician has forgotten what he said or did, not only from the instructors, but from their pupils.

Coming to the second point, that of reaching the public through their own observation, the optician to-day must have his apparatus and equipment consistent with the quality of work he intends to do. A man is known by the company he keeps, and to a certain extent the optician is judged by his surroundings. To achieve the height of success something more than a wise look and a few pair of lenses with a trial frame are necessary. In a subsequent paragraph this will be discussed further.

The third point, reaching the public by way of the satisfied customer, is a familiar one to every optician. We all hear, at greater or less intervals, "Mrs. So-and-So says the glasses with which you fitted her could not be bettered and advised me to come here." It is especially gratifying when one hears added, "She had bought pair after pair previous to this without securing relief." I believe there is one thing that will enable an optician to have many a hitherto dissatisfied customer add this latter remark, and that is, a thorough knowledge of heterophoria. Without going into details I can only say that the practitioner with an understanding of the eye muscles is head and shoulders above the fellow-member of his profession who does not possess that knowledge; and it is surprising how comparatively few opticians, yes, and local physicians—even those making the eye a specialty—have a knowledge of this subject or use the muscle test in making their examinations.

#### THE NECESSARY OPTICAL EQUIPMENT.

Having interested the prospective customer suffering from an eye strain, through one of these three methods, how does the optician receive him when he

# SITUATIONS

in the Business Field are constantly opening to those who are qualified to fill them. The

## Central Business College

TORONTO, received these calls for help within three days from Oct. 30th.—Bradstreet's Agency, lady, stenographer; H. H. Williams, Real Estate, young man, clerk and stenographer; J. D. King & Co., lady, stenographer, Gowans, Kent & Co., lady, bookkeeper; King, Darrell Produce Co., young man, bookkeeper and stenographer. Our students secure such places as soon as they become qualified for them.

It will pay you to prepare for them  
Correspondence invited. W. H. SHAW, Principal.

## THE ACME OF PERFECTION

### KARN'S MENTHOL INHALERS CURE CATARRH



The only Guaranteed Catarrh and Headache Cure. Always ready. Can be carried in vest pocket and used at a moment's notice.

THE FASTEST SELLER FOR THE DRUG TRADE TO-DAY.

Put up 1/2 doz. in Fancy Counter Show Boxes. Price to the Trade, \$1.50 per doz.

MANUFACTURED ONLY BY

THE F. F. KARN CO., TORONTO, ONT.  
For sale by all wholesale druggists.

## TOWLES

\* Pennyroyal  
FOR FEMALES. AND  
\* Steel Pills.

Quickly correct all irregularities, remove all obstructions, and relieve the distressing symptoms so prevalent with the sex.

PREPARED ONLY BY THE SOLE PROPRIETORS  
**E. T. TOWLE & CO.**  
Nottingham, England

And sold in Boxes, at 50c. and \$1 each (the latter containing three times the quantity of the former), by all Chemists and Patent Medicine Vendors throughout the World.

Wholesale Agents, EVANS & SONS, MONTREAL.  
"Druggists" Corporation, TORONTO.

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

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

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

**THE POPULAR TONIC**

## VIN MARIANI

(MARIANI WINE)

**NOURISHES - STRENGTHENS - REFRESHES**  
**OVERWORKED MEN, DELICATE WOMEN**  
**- SICKLY CHILDREN**

BOOK OF PORTRAITS & ENDORSEMENTS SENT FREE  
MARIANI & CO. 52 WEST 15th ST. N.Y.

Recommended by all who try it.

Written endorsements from 8000 doctors

The Marshal of the Chancery of the Imperial Court requests you to send immediately to the Palace of His Majesty the Czar, another case (sixty bottles) of VIN MARIANI.

Lawrence A. Wilson & Co.  
MONTREAL,  
Sole Agents for Canada.

## New Sauce and New Chutney.

Formula for East Indian Paste Sauce.

A very delicious sauce, and quite different in preparation from the other sauces. Excellent with all kinds of meat and fish. King of all sauces. This consistency is that of concentrated syrup. A fortune in this preparation to all those who will properly prepare and introduce it. Original East Indian recipe. Entirely novel, and formula not known to have been published before.

Formula for Apple Chutney.

According to the Bengal (India) system: This Apple Chutney differs from the ordinary, common, mango preparations, and is the only one of its kind that will give satisfaction and sell well. Original East Indian recipe.

The two formulae sent to any part of the United States of America for

**ONE DOLLAR.**

Remittance by coin, in registered letter, to accompany order.

**WILLIAM BOWEN, CHEMIST,**  
MOMBASA, British East Africa.

## British Business Chances

FIRMS desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms; or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor

"SELL'S COMMERCIAL INTELLIGENCE"  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give references as to bona fides.

A specimen copy will be sent on receipt of a postcard.

## JOSEPH E. SEAGRAM

Waterloo, Ontario.

MANUFACTURER OF

# ALCOHOL

Pure Spirits

Rye and Malt Whiskies

"OLD TIMES" AND "WHITE WHEAT"

## Work no More



until you have read this. For ten cents we will send to any pharmacist not already a subscriber, the Spatula for three months and a handsome copper plate engraving entitled "The Doctor," or "The Druggist's Wife," or 32 illustrated ads. ready for immediate use. For one dollar we will send to any one not already

a subscriber, the Spatula until January, 1901, and a book of 1,300 druggists' shop labels.

## THE SPATULA.

10 1/2 Oliver St., Boston.

## Sea Bathing

is one of the aids to health not to be lived in inland districts, yet all the invigorating, refreshing re-its can be had by using

# Surf Sea Salt

in your bath at home

Retail Price—5 lb. Package—15 Cts.

Wholesale Price on Application.

TORONTO SALT WORKS

TORONTO, ONT. IMPORTERS

## PATENTS PROMPTLY SECURED

Write for our interesting books "Inventor's Help" and "How you are benefited." Send us a rough sketch or model of your invention or improvement and we will tell you free our opinion as to whether it is probably patentable. We make a specialty of applications rejected in other hands. Highest references furnished.

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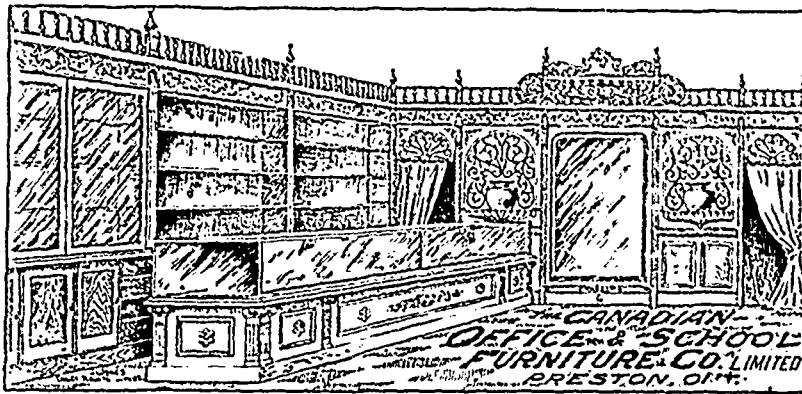
OFFICES. ATLANTIC BUILDING, WASHINGTON, D.C.

# Labatt's Porter

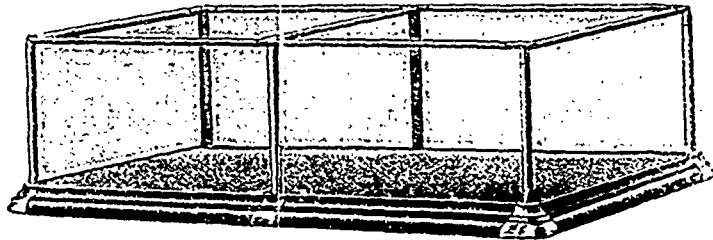


Undoubtedly the BEST brewed on the continent. PROVED to be so by Analyses of four Chemists, and by Awards of the World's Great Exhibitions, especially Chicago, 1893, where it received ninety six points out of a hundred—much higher than any other Porter in the United States or Canada.

**JOHN LABATT,**  
Brewer, LONDON



## London Show Case Works



Manufacturers of Show Cases in all the latest designs

673 BATHURST ST. - LONDON, ONT.

# Druggists' Fittings.

WRITE US FOR ESTIMATES.

- COUNTERS. WALL CASES.
- SILENT SALESMEN.
- SPONGE CASES.
- CIGAR CASES.
- SHOWCASES (of all Descriptions).
- MIRRORS

**Cobban Manfg. Co.**  
(LIMITED)  
TORONTO, ONT.

## Diseases of the Stomach.

COCAINE, PEPSINE, NARCEINE

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

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

### Winckler Antigastralgiic Pills

COCAINE, PEPSINE, NARCEINE

Same direction as for the WINCKLER ANTI-GASTRALGIQUE.

DOSE: One or two pills fifteen minutes before meals, or when symptoms appear. This is specially recommended to the people who can't stand the preparations lightly alcoholized.

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

TORONTO: The Druggists' Corporation of Canada, Limited

## STIMULATING and REFRESHING LIQUEUR HOR

KOLA, COCA and LIME GLYCEROPHOSPHATE  
A Stimulating Tonic. It Strengthens the Entire System.

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

WINCKLER, Pharmacist, Montreuil, <sup>Near</sup> Paris  
MONTREAL. DECARY.

TORONTO: The Druggists' Corporation of Canada, Limited.

## 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

122 St. Lawrence Main Street  
(Cor. of LaGauchetiere)

MONTREAL

comes for relief, especially the optician who combines the optical business with some other? How many are even fairly equipped to conduct this branch of their interests yielding such a margin of profit and yet hope to see it grow in public favor? A trial case and a test card or two are usually found, with possibly an ophthalmoscope, to use which he invites the patient to call after dark, when he manages to secure an approximate conjunction below the rays from an ordinary non-adjustable lamp and the eye that is under examination.

Think it over impartially; isn't a well-equipped dark room essential to the optician who hopes to do the best both for his customer and himself, as is the operating chair to the surgeon, or the case to lawyer? Not a 2x4 makeshift, but a room devoted to the sole purpose of eye examination. Such a room, twenty feet long and four feet wide, finished in dead black and artificially lighted throughout, can be conducted at a nominal cost and the confidence inspired in the mind of the customer at even the appearance is well worth the outlay, while the advantage to the optician in making his examinations is too apparent to be commented upon.

I have taken the liberty of handing out a few photographs of a dark room which partially fulfils the needs of the optician. Not quite four feet in width, the refracting table is placed parallel with the sides of the room. When the refractometer or prismometer is in use a shelf lowers in front of patient, thus economizing space. The adjustable lamp for internal examinations is seen at the right of the picture, and in using this the patient and operator exchange places. Half way down the room is the ophthalmometer, and at the further end the V. test cards. The electric lights, including a 2 C.P. storage-battery lamp for heterophorin tests, are all operated by the switches at the right of the optician, while the gas is adjusted electrically to avoid smoke. Every practitioner will have his own ideas as to the arrangement of the lights in such a room and in general as to quality. Welsbach mantles for gas, and incandescent electrics, with sectional mirror reflectors, furnish the best illumination, while the essential equipments may be governed by what the optician deems his own need and the extent of his practice.

Among the minor details which are of practical assistance to the optician and also produce further impressions on the

patient, may be mentioned the case of stock lenses, method of making and keeping ophthalmic records and a system of appointments. Stock lenses should be kept separated from each other, different eye sizes and qualities together, in one of the cabinets manufactured for that purpose, and when convenient taken from the compartments and fitted to the frames in the presence of the customer. This evidence of care, accompanied by a few words on the results of contact between the polished surfaces of the lenses, cannot fail to convince the patient of the actual merit of the goods received, as evidenced in the care shown in their handling. This feature would have more value in the eyes of some people who believe more in what they see than the most expert examination. It is also an effectual answer to the party who wishes to exchange old lenses with well-scratched surfaces for new ones.

Regarding ophthalmic records, it may safely be said that no record the optician may make is too complete. Every detail in the case, carefully tabulated, is an aid in arriving at the final conclusion and consequent satisfaction of the patient. It has been my practice for some time past to have printed and blocked up a complete form arranged in the order the examination is usually conducted. After this is completed the filled blank is torn off and copied in a record book, "The Keystone Record Book of Optometric Examinations" being my preference, as going further into detail. After this observations which may be of future use are added.

With the glasses a numbered card is given, stating that exact duplicates of either lenses or frames can be furnished at any time on its presentation. It was at first a question whether these cards would be preserved, but after having them brought and sent in from all directions, I am more than ever convinced of their value. The same card system can be applied to the repair department, a one-line record of lenses and frame dimensions being kept and the numbered card referring to this record being delivered with the glasses.

#### MAKING APPOINTMENTS WITH CLIENTS.

To what extent the idea of making optical examinations by appointment is being utilized in the smaller cities I am not prepared to state, the number of instances having come to my notice being comparatively few; but to the optician who does not devote all his time to this

branch of his business, the system is especially useful. The dental profession has used it for years, and there is no reason why we cannot adopt it in a greater or less degree. True, the practitioner must have something of a local reputation and his merit recognized, and assuming this to be the case, arranging his time by appointment is an economical method in more ways than one. The public becomes aware in a very short time that he is using appointments, and if he happens to be busy in the optical room when another patient arrives, a moment's time suffices to reach a satisfactory understanding; or if his arrangements are such as to immediately attend to the wants of every sufferer from an eye-strain who enters the door would seriously encumber him, an appointment is the best thing for him and the customer.

Again, you lose nothing in the opinion of some people by informing them that your business is such that it will be necessary for them to call again and that an hour will be at their disposal on such a date. There are those in this great American public who are the most desirous of those things which cannot be had on a moment's notice.

Finally, to successfully conduct and increase an optical business, the optician must act as an individual. If he owns the establishment or is merely employed to conduct this branch of the business—there being diversified interest—the optical room must be his domain exclusively and the public thoroughly informed of the fact. Just as soon as the clerk, or any other person not fully competent and generally known to be such, attempts to assume a portion of the work, just so soon there will be a clash, a retrograde movement and an accompanying loss of confidence.

Again, the optician should practice without the everlasting thought of financial profit uppermost. First should come the real desire and aptitude for the profession, and in *this profession* ingenuity and judgment go far toward bringing success if coupled with a resolve to become just as proficient as time and ability will permit. An optician of this character is not content to see the days and weeks pass without a particle of progress on his part, but he constantly adds to his stock of knowledge, confident in the belief that this will better enable him to meet the one coming to him for relief in such a way as to stamp him a thorough master of this field of science.—*Keystone*.



# Formulary.

## ELIXIR OF CASCARA.

Cascara elixir prepared after the following formula makes an elegant and efficient preparation, says the *Bulletin de Pharmacie de Sud Est* :

Cascara bark, cut into small bits	6 parts
Alcohol, 60°	12 parts
Madeira wine	50 parts
Simple syrup	25 parts
Distilled water sufficient to make	100 parts

Proceed in the usual manner in the preparation of tinctures.—*Nat. Drug.*

## SALINE PEPGIN ELIXIR.

Sodium chloride	0.46 gm.
Pepsin	2.00 gm.
Alcohol	2.00 gm.
Glycerin	5.6 gm.
Sugar	24.5 gm.
Distilled water	65.5 gm.

*Ann. de Ph. de Liege.*

## ELIXIR OF PANCREATIN.

The *Rev. Med. Pharm.* gives the following formula for this preparation :

Pancreatin, pure	10 parts
Malaga wine, white	500 parts
Simple syrup	400 parts
Alcohol, 80 per cent	100 parts

Mix.

## EXTRACT OF MALT AS AN EMULSIFIER.

Extract of malt is more successful in covering the taste of cod-liver oil than any other substance yet tried.

Cod-liver oil	4 parts
Syrup of wild cherry	2 parts
Extract of malt	1 part
Sherry wine	1 part

Emulsify the oil by gradual addition to the extract, alternating with the syrup. Lastly, add the wine. The product is a perfect emulsion save an aqueous layer or about a thirty-second of the entire bulk. If any trouble is experienced in emulsification, test the malt with litmus paper, for it is likely to become a trifle acid on standing; as is well known, acids interfere with emulsification. If the malt be found acid, add a trace of sodium bicarbonate, and the trouble will be removed.—*Phar. Jl. (Eng.)*

## ANOTHER CREOSOTE PILL MASS.

Galvagni in *le Progrès Medical* gives the following :

	Parts.
Tolu balsam	8
Venice turpentine	8
Creosote (beech)	12
Tragacanth	6
Gum arabic	12
Opium extract	1
Iodoform	2
Magnesia	24

M. Make into a pill.

—*Nat. Drug.*

## EUCALYPTHYMOL.

Thymol	grs. x.
Menthol	grs. xii.
Oil of gaultheria	m. xii.
Eucalyptol	m. xxx.
Extract baltisia, fluid	℥ii.
Acid, benzoic	
Acid, boric, crys. C.P.	aa ʒi.
Glycerin	fl. ʒi.
Magnesium carbonate	ʒi.
Alcohol	ʒ viii.
Water to make	Oils.

Dissolve the oils, etc., in the alcohol, add glycerin, shake well and add enough hot water to make two and a half pints, lastly add the magnesium carbonate. Let stand fourteen days and filter.—*H. F. Hassebrock, St. Louis.*

## EMULSION OF COD LIVER OIL WITH THE GLYCEROPHOSPHATES OF LIME AND IRON.

	Parts.
Calcium glycerophosphate	20
Iron glycerophosphate	20
Glycerin, pure, 1.26 s. g.	100
Alcohol, 96°	100
Saponin	121
Lime water	200
Cod liver oil	1600

Mix the water and alcohol, and in it dissolve the saponin. Put the glycerin in a mortar of sufficient size, and, under constant rubbing, add the solution of saponin, drop by drop, continuing the agitation until a white, consistent creamy emulsion is obtained. Now add the oil, little by little, under constant rubbing, after having first mingled the glycerophosphates with it by triturating together in a mortar. By following these directions closely, a very handsome and stable emulsion may be made.—*Bolletino Chimico farmaceutico.*

## ANTISEPTIC POWDER.

Camphor	
Myrrh, of each	5 grams.
Yellow cinchona bark,	
Chamomile flowers, of each	10 grains.
Wood charcoal	20 grains.

Reduce to a fine powder. For gangrenous wounds.

## TAMARIND PASTILLES.

Tamarind pulp, concen.	1 lb.
Sugar, in fine powder	9 1/2 ozs.
Galap, in powder	3/4 oz.
Starch, in powder	6 1/2 ozs.
Oil orange flowers	5 ms.

Mix together and roll out to thickness of about 1/4 inch; cut into tablets weighing 1/2 dram each. These may be covered

with chocolate paste if desired, for which we append a formula below.

Chocolate powder	20 parts.
Sugar, in powder	70 parts.

Mix and make into a thick paste with

Mucilage gum arabic	30 parts.
Rose water, a sufficiency.	

This paste is applied with a brush and dried, first in a warm room, and then in an exsiccator at a temperature of 110 deg. F.—*Brit. and Colon. Drug.*

## PILLS OF POTASSIUM IODIDE.

Masses for pills of potassium iodide are very numerous but none of them are perfect. At the risk, however, of adding to imperfections, we give the following, which we find in the *Central halle* of a recent date :

Lanoline	3 gm.
Milk sugar	5 gm.
Potassium iodide	10 gm.

Mix and make into a mass. Divide into 50 pills. Each pill will carry about 3 grains (2 cgm.) of potassium iodide.—*Nat. Drug.*

## COD-LIVER OIL PLASTER.

Cod-liver oil	7 parts.
Yellow wax	5 parts.
Litharge Plaster	12 parts.

## DEPILATORY SOAP.

Starch, 20 gm., are dissolved in distilled water, 120 gm., and set aside. In a second vessel sodium sulphide, 34 gm., barium sulphide, 30 gm., are dissolved in distilled water 170 gm., and glycerin, 20 gm., added.

This mixture is heated, the starch solution added, and stirred until of the consistence of paste. Melted palm oil, 36 gm., are now intimately mixed and the mass run into china or glass pots while still warm. In using, the part to be freed from hair is rubbed energetically for some time with the paste, until the hairs are completely softened, when they may be washed off with water. Any chafing of the skin may be alleviated with a little vaseline.—*Pharm. Post.*

## SEIDLITZ POWDER TABLETS

	Parts.
Powdered white sugar	60
Magnesium sulphate	18
Mucilage of acacia	7
Powdered sodium sulphate	6
Sodium bicarbonate	6
Triple rose water	2
Essence of orange	1

—*Pharm Post.*

Compliments  
of the Season

**W**E, the members of the Toronto  
Pharmaceutical Co., Limited, Harry  
Sherris, William Murchison and  
C. D. Daniel, together with our  
representatives, Messrs. E. W. Knowles,  
E. G. Hodson, G. K. Quarrington, F. A.  
Thayer and Lorne Blanchard, wish our  
many drug friends, in all parts of Canada,  
"A Merry Christmas and a Happy and  
Prosperous New Year." We acknowledge  
with lively gratitude a very successful sea-  
son, and will be glad indeed to see our  
friendly supporters enter on a New Year  
and a new century with the same bright  
outlook that we ourselves enjoy.



The  
**Toronto Pharmaceutical Co.**  
TORONTO Limited

**3 Round Boxes**  
Brass Nickel plates  
Silvered and Aluminium  
For export, nested,  
1 1/2 - 4 inches.  
Extra sizes made to order

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TEL. 1859



(LIMITED)

## 178, 180 Victoria St., Toronto



To the  
Drug  
Trade



DEAR SIRS,—

We take the liberty of directing your attention to the fact that the newly incorporated company named above has taken over the business of the "Canadian Camera Company," of Montreal, removed to Toronto, and now occupy one of the most complete manufacturing establishments of its kind and for its size on the continent. We are now making a complete line of Amateur Hand Cameras, known as the "Glenco," as well as several cheaper lines, and all the various goods connected with a photographic outfit. The "GLENCO" is second to no camera on the market, and has been pronounced by both professional and amateur alike "as good as the best and cheaper in price."

It is our desire to have our goods represented in every town, and we think we can offer you discounts sufficiently liberal to warrant you in talking hold of them and pushing them. It is our hope that you will consider this matter, favoring us with an early enquiry, on receipt of which we will mail you catalogue and give you full information.

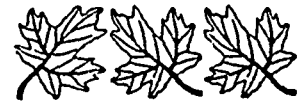
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Xmas

— 1899



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Buy from the Actual Manufacturers.

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Wordsley, near Stourbridge, England.

# Photographic Notes.

## "Bromide Enlarging."

(Continued from page 270).

We are all ready now to develop.

Place your paper in the dish and soak in water for a few seconds and drain off, then pour your developer down the side of the dish flooding the print immediately. Don't attempt to throw it on to the centre or you will probably see that particular portion come out very dense.

ozs. of the developer. Again as in exposing don't be too prone to take anyone's advice as to the length of development, as I have found out by experience that it is those who know very little about it, are the most generous and ready with advice, and if you follow what they suggest you are liable to spoil quite a few prints.

After washing place the print face up on a clean towel to dry, or, better still, hang up by sticking a pin through one

will show you the effect of what a bad dose of blisters is. It was given to me with the request that I would show it as a sample of what to guard against in that line.

When developing do not practice too great economy in the use of your developer by trying to rush too many through without renewing it. Your developer costs very little in comparison with your paper. Above all things, when using iron don't try to develop too quickly or you are bound to have failure.

The drawback to some (who will for the future I trust, use ferrous oxalate)



A "Glenco" in British Columbia.

From an amateur photograph taken with a "Glenco."

Rock gently and continue development until the picture appears dense enough in the shadows. Then pour off the developer into the graduate and flood with the clearing solution using about 4 or 5 ozs. each time for a 10x12 print.

Allow this to remain in contact for a minute or so and pour off throwing the same away. Repeat this part of the operation twice and wash for a few moments in water. Then place for 10 minutes in the hypo solution and carefully wash for one or two hours according to the temperature of the water. The developer can be used again the same evening, and I find that one can develop six or eight prints 10x12 size with about 7

corner, when it will dry more rapidly, it can be also thrown over a piece of string stretched across a room, or on some wooden rods.

A great source of annoyance in enlarging is that of air bubbles appearing on the print, and generally in a place which spoils the picture. It is also called blistering. It is said that this can be rectified, or at least prevented, by using citric acid instead of acetic, or by adding salt to the first washing water, but, in my experience, prints will blister with citric acid also, but certainly not to such an extent as with acetic, while the salt is only an uncertain remedy. I have with me to-night a sample of a print which

will be the length of time it takes to finish a print, yet you should not allow that to stand in your way. As to those who are apt to become impatient, I can conscientiously recommend metol, and, if the image doesn't flash up quickly enough to satisfy them, they had better give up endeavoring to make enlargements and try their hand at driving a hearse.

Great care must be exercised when using a tray which contained iron for any other developer, as you are liable to have badly stained prints. If it is found necessary to use the same dish, then wash it with a diluted solution of hydrochloric acid, which will effectually kill the iron.

I have on several occasions had to do so and encountered no trouble.

During development, if the image comes up flat, with little or no contrast, the print is over exposed; if weak and no detail in the highlights it is undertimed.

Now, there is some hope of saving an over-exposed print, but not whatsoever of making an under-exposed picture look decent, and you might just as well tear it to pieces.

The over-exposed print may be bleached with solution of corrosive sublimate, then re-developed with iron developer which has been used before.

Prints which have been over or under developed can be reduced or intensified, but I do not think the game worth the candle, as it is so easy to make another print and use more care in the development. To come back to the exposure, we must bear in mind that the farther away the paper is from the lens the greater the size of the picture, and if the distance happens to be doubled, trebled or quadrupled the exposure must necessarily be lengthened; in fact, a great deal more than what one would first surmise. If the exposure at one foot be 20 seconds, at two feet it would be 20 seconds multiplied by the square of 2 or equal to 80 seconds at 3 feet  $20 \times 9 = 180$ , and so on in the same ratio; in other words, it squares itself. This is a useful table to follow, as if you desire to make an 8 x 10 from a 4 x 5 the exposure for an enlargement double the size is easily calculated.

The principle of vignetting is as simple as it is interesting. To carry this out all that is necessary is a piece of strawboard about the size of the enlargement. A piece about 10 x 12 will be found the most useful, as it will cover ground up to its own size, or even larger. Punch a portion out of the centre, either oval or round, or the shape of the usual vignette, but the size of the aperture would be better not larger than the diameter of the lens. Having exposed your paper, place the vignetting card with the aperture in front of the lens, and draw back and forth from lens to paper (judging at the same time by the light thrown on the paper).

Some prefer to use a vignette serrated at the edge, as it gives a gradual and modified effect of shade on the developed print. This is worked nearly always from a fixed point.

In case you enlarge from a negative, and require a certain portion of the pic-

ture exposed longer than others, you will find the process very simple. Take a landscape, for instance, where if you expose for the clouds you may get an over-exposed picture in other places. This can be remedied by making a correct exposure for the principal portion of the landscape, and again using a piece of cardboard with a smaller hole in it than when vignetting, and passing this parallel to the print, so that the light will play evenly on the denser parts, you will thereby block out the light from that portion which is already correctly exposed. If this does not meet with your approval, you can expose for the clouds first, and leave the balance of the picture till the end of the exposure. This also applies to portrait work where you would like to get any portion of the face, dress or hair brought out strong, as in some portraits the dress comes out weak while the face is fully exposed. To rectify this defect proceed as in the cloud process just described.

The mounting of fair sized enlargements is a bugaboo to a good many amateurs, but is an obstacle which is remarkably easy to overcome. The print can be mounted immediately after the washing has been finished, and must invariably be mounted wet. The paste generally used is one made with starch and boiling water (about 1 in 9). In the latter dissolve a few grains of alum, adding a few drops of carbolic or oil of winter green. This, carefully made, will give you a paste which will be absorbed evenly by the paper, and at the same time keep for a long time.

The print still wet I lay face down on a piece of rubber cloth such as this, then place a clean towel over same and pass your hand lightly over towel so as to absorb the superfluous moisture, then paste the back of the print evenly (taking care that the corners get their requisite share), lift the print and place evenly on the mount and rub very lightly with a piece of absorbent cotton wet with clean, cold water, then, as the Irishman said, "Lave nature take its course."

Instead of the cotton, another piece of rubber cloth placed over the face of the print and rubbed lightly into place with a handkerchief passed gently across the back of the rubber cloth.

The print immediately after mounting may appear uneven and lumpy, but when dry it assumes a perfectly smooth surface. Do not use a squeezer or any such pressure, or you will find the print when

dry will crack right across, due to the contraction of the paper.

Any number of different mounts can be procured at reasonable prices, but it takes a certain amount of judgment to combine the style of print with that of the mount.

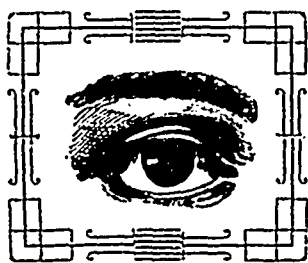
Should you not desire to mount the print immediately after washing you can, of course, allow it to dry, but previous to mounting allow it to soak in clean, cold water until limp, then mount it as first described.

Obtaining sepia tones from a finished print has not met with marked success amongst amateurs, but the process seems simple enough, and can be produced by immersing in a solution of hypo and alum for some time. It is generally advisable to use a cold bath, as greater care is necessary with a warm one. When using the cold bath immerse the prints (after fixing and washing) face down in the solution and tone to the desired color. It is necessary to leave it soak over night as the action is slow, taking about fifteen hours to obtain the brown tone. I find that the print before being toned for sepia should be darker than a correctly exposed print as the process has the knack of bleaching the print quite considerably. Other methods are recommended, such as uranium nitrate, but this has been proved to be unstable and, to my mind, is none other than the old process of intensification.

I have got here some bolting cloth, which is occasionally used with portrait work. It gives a beautiful, soft effect to a great many enlargements, and should you have a good portrait negative to enlarge I would advise you to try one without the cloth first and another with it, and note the difference.

It is excellent, especially for negatives which have not been retouched, as the coarseness of a sharp negative is very much done away with. You will see there are a few different meshes and you must judge by a trial exposure which will look the best. The cloth in some instances is laid immediately over the bromide, and in other cases one, two, or three inches off. Its use necessitates a longer exposure, this especially according to the mesh. I find it very applicable in the case of bromide enlargements of negatives made from portraits, as it reduces the roughness which is visible in direct copies.

There are some amateurs I know who, when they get a good negative, try to satisfy their curiosity too quickly by endeavoring



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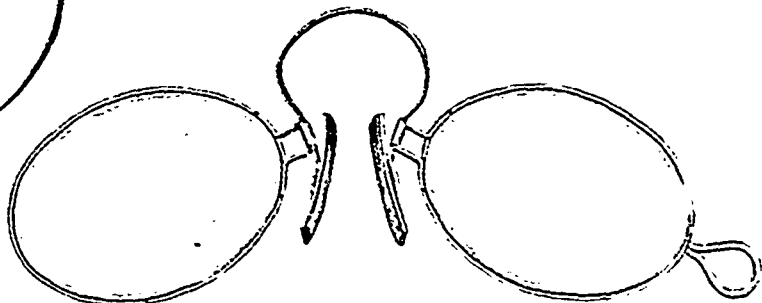
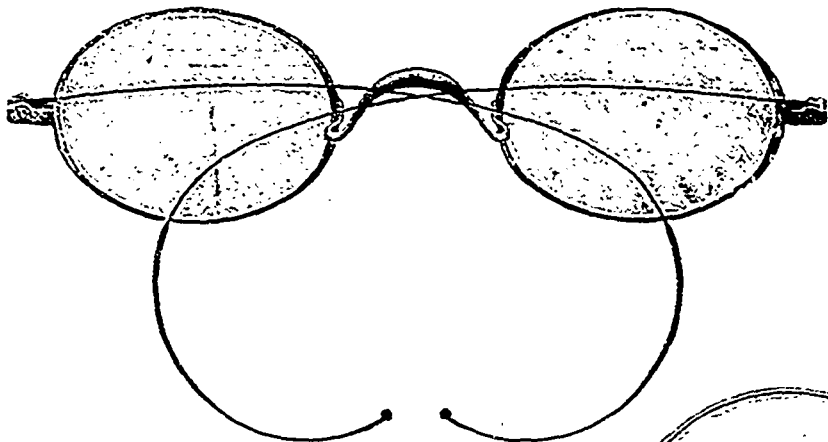
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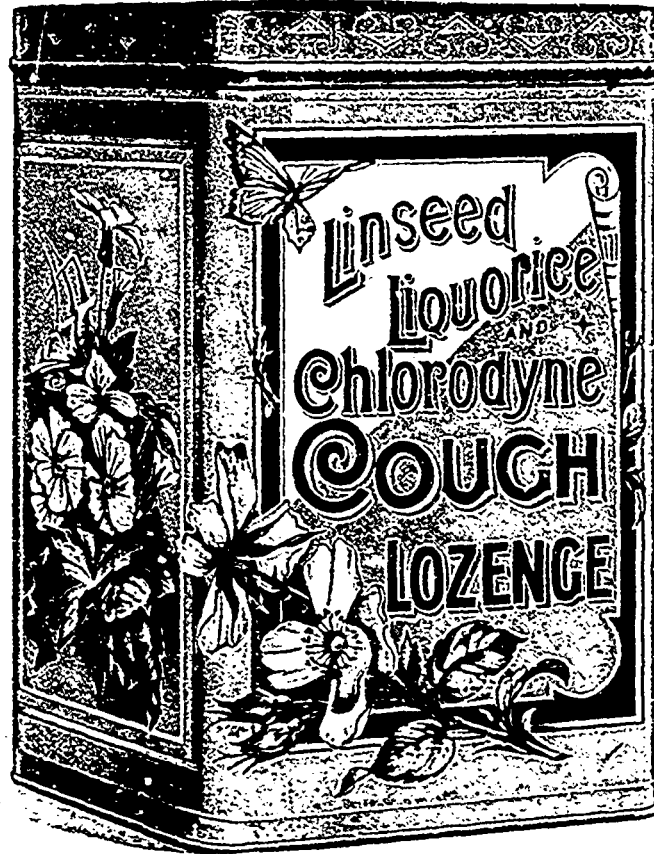
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Every Wholesale house in or out of London can supply, or indents may be sent direct to Manchester.

PRICE LISTS ON APPLICATION.

oring to make an enlargement from same while it is still wet. The result has been disastrous in a great many cases, either a melted film with little or no resemblance to its former self, or else so badly scratched as to be beyond reparation. Now all this could have been avoided by having patience and waiting for the film to dry in the regular manner.

To do away with the pins disfiguring the corners of the prints I have occasionally used a piece of plate glass in a wooden frame, but unfortunately this got broken some time ago, and I have not replaced it. A sliding frame could be made to fit our easel without much trouble or expense, and fitted with a fair-sized piece of thin plate. This, I feel sure, would meet the requirements of the case.

Enlarged positives or negatives on glass are made in the same way as bromide enlargements, and the results to be procured should satisfy the most fastidious. I have not done very many myself, but will show you a couple I have made from a small Kodak film. For positives, slow plates or opals are to be obtained and exceedingly pretty effects produced. To develop these I think if hydroquinone or metol is used you will get the effect you desire. After the positive is dry pour a little varnish composed of a 0.25 per cent. solution of gun cotton in acetate of amyl over the film. This will dry rapidly and prevent the film from being scratched, the varnish at the same time being so thin will not debar you making a negative from the positive if you should so desire. When mounting the positive (providing it is not made on an opal) place a piece of ground or opal glass on the non-sensitive side and a piece of ordinary glass over the film, and put in a small frame, and you will have a very handsome transparency.

When making any kind of enlargement keep a little book to enter every exposure made, leave a space for the date, name of subject, size of enlargement, time of exposure, what the lens was stopped down to, power of the light used, and any remarks which you deem necessary to add. This will prove a big help to you in future enlargements, and does not require much time to keep written up.

This I think seems about the limit of my "experiences on enlarging" which title our genial secretary has deemed expedient to style my paper. I am sorry I did not have time to prepare it thoroughly, also that there are not more than a dozen or two prints to show you, and I trust that I have not taken up your time both needlessly and unprofitably. My powers of loquaciousness and verbosity are not by any means up to standard which my countrymen are noted for, but hope that I have been explicit enough, so that my ideas on the subject have been made clear, and must thank you one and all for the forbearance and attention which you have shown, as it may have been dry and uninteresting reading to some present, especially to a few of our old "enlargers." A.B.J.M.

## Optical Department.

In charge of W. E. HALL, F.R.S.E., F.R.S.M., F.R.S.C., F.R.S.D., F.R.S.P., F.R.S.O., F.R.S.A., F.R.S.N., F.R.S.I., F.R.S.E., F.R.S.M., F.R.S.C., F.R.S.D., F.R.S.P., F.R.S.O., F.R.S.A., F.R.S.N., F.R.S.I.



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

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

R.E.V.  $\frac{2}{3}$  with + 1.50 =  $\frac{20}{30}$   
L.E.V.  $\frac{2}{3}$  with + 1.50 =  $\frac{20}{30}$

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

F.A.L.—A lady customer aged 22 was found to require in each eye—3.00 sph.—3.00 cyl. ax. 180, which brought her vision to nearly normal. They suit her admirably for distant vision but she cannot tolerate them for near work at all. Why is this and what would you advise?

*Answer*—Persons with 3.00 dioptries of myopia really do not need any glasses for near work, as nearly all near work is done within their P.R. and if the case was one of simple myopia we would probably simply say, use your glasses for distance and nothing for near vision. But as astigmatism is present this should be corrected and kept corrected all the time. Therefore the ideal procedure in this case is to induce her to purchase two pairs of glasses—one for distance with the correction as you found it—and another pair for near vision with the cylinders only.

The latter method would leave her with a simple myopia of 3.00 D for near work, which would be comfortable. The reason she cannot tolerate the spherical

correction for near is that you make her practically an emmetrope, and as such would have to use an amount of accommodation equal to a normal emmetrope. The ciliary muscle being weak and unused to work cannot suddenly be called upon for such a task successfully. With a customer who does not mind a little expense you could soon bring the ciliary muscle to a point of development whereby the distant glasses would suffice for all distances and could be worn constantly. For instance if for near you gave -1.00 Sph. with the cylinders say for six months and then increased to -1.50, and so on until you gradually obtained -3.00 Sph. with the cylinders, the ciliary muscles would be subjected by easy gradations to conditions necessitating the use of an increasing amount of accommodation which would act as calisthenics for the muscle and develop it from a state of weakness and atrophy to that of normal tone and power.

It is in such cases as these where the intelligent optician can by judicious advice and piloting render signal service and benefit to the customer—provided, of course, that the latter be willing to obey and ready to pay for the time, pains, and trouble and incidental changes of glasses.

### Optical Advertising in 1758.

Price cutting in the optical business is by no means an innovation, judging by a preserved copy of a pamphlet issued in 1758 by Benjamin Martin, optician, who operated at the sign of the "Visual Glasses and Globe," Fleet Street, London. Said Mr. Martin in self-defence: "To those who charge me with *underselling them*, I answer, I know not their prices; and as I have a sufficient profit on what I sell, it proves they have taken *too much*, for which the public must think themselves greatly obliged to their candour and veracity." And as a final shot, "Let them, who know nothing of *optics* make *spectacles*, and those, who profess not to use their reason, buy them. I shall always find a demand for *visual glasses*, and the generous and judicious part of mankind will readily distinguish between the *author* of any useful invention and those who basely *pirate the same*." Pretty good advertising for 150 years ago.—*Keystone*.



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These waters from the famous springs at Carlsbad, in the German portion of the Austrian Empire, are world-renowned for their therapeutical properties. They are useful in diseases of the stomach, intestines, spleen, liver, kidneys, womb, etc., and are prescribed by leading physicians in Europe and America. The natural products of the springs as offered to the public consist of the Bottled Waters, the Natural Carlsbad Sprudel Salt (crystals and powder), the Carlsbad Sprudel Lozenges, and the Carlsbad Sprudel Soap. The Canadian agents for these products are The Canadian Importers, and Exporters' Association, Colborne street, Toronto.

## Towle's Pills.

Towle has established an agency for these pills with The Druggists' Corporation of Canada, Toronto. These pills are now being advertised in the daily press in this country and will doubtless command a ready sale.

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**DO YOU  
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A line of household dyes which have become very popular in England have just been introduced into Canada by the Itsem Household Dye Co., of Bradford, England. It is claimed for these "Sunbeam Crystals," as they are termed, that they are (1) clean and simple to work; (2) reliable and absolutely effective; (3) supplied in glass tubes, which prevent spilling and allows of keeping the dyes for any length of time. These dyes are for woollen, silk, cotton, or mixed goods. The Greig Manufacturing Co., of Montreal, are sole agents for Canada. Another preparation manufactured by the same firm is the "Itsem" Stain Remover, which they claim to be more efficient and safer than benzine or any other preparation. Both the dye and stain remover are sold at retail at 10 cents each.

## The Ten Cent Cigar Trade.

You who read this, have you ever tried to cultivate a ten cent cigar trade? In most towns it is doubtless a fact that the bulk of this trade is a five cent one and it is by no means to be despised, but it is equally true that in every town there are number of discriminating ten cent smokers. These you should endeavor to secure as a nucleus around which to form an ever-increasing trade in fine goods. Just as you can cultivate a fine perfume trade so can you cultivate a fine cigar trade. Buy carefully—choose a brand or brands that you can unhesitatingly recommend—push them, advertise them, talk them up, and you will be surprised what a trade you can soon work up. In this connection it might be well to note and investigate the claims made in our advertising columns by the National Cigar Co., Limited, of Toronto, for their Lord Nelson brand.

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"THE AMERICAN PERFUMER"

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

ALCOHOL, gal.....	\$4 75	\$5 00	Powdered, lb.....	\$ 30	\$ 35	Kino, true, lb.....	\$ 2 50	\$3 00
Methyl.....	1 90	2 00	CARBON, Bisulphide, lb.....	15	16	Myrrh, lb.....	45	46
ALLSPICE, lb.....	13	15	CARMINE, No. 40, oz.....	30	40	Powdered, lb.....	55	60
Powdered, lb.....	15	17	CASTOR, Fibre, lb.....	20 00	20 00	Opium, lb.....	4 50	4 75
ALOIN, oz.....	40	45	CHALK, French, powdered, lb.....	10	12	Powdered, lb.....	5 75	6 00
ANODYNE, Hoffman's bot., lbs...	50	55	Precip., see Calcium, lb.....	10	12	Scammony, pure Resin, lb.....	12 50	13 00
ARROWROOT, Bermuda, lb.....	40	45	Prepared, lb.....	5		Shellac, lb.....	35	40
St. Vincent, lb.....	15	18	CHARCOAL, Animal, powd., lb...	4	5	Bleached, lb.....	40	45
BALSAM, Fir, lb.....	45	50	Willow, powdered, lb.....	20	25	Spruce, true, lb.....	30	35
Copaiba, lb.....	70	85	CLOVE, lb.....	17	20	Tragacanth, flake, 1st, lb.....	85	90
Peru, lb.....	3 25	3 50	Powdered, lb.....	18	22	Powdered, lb.....	1 10	1 25
Tolu, can or less, lb.....	70	75	COCHINEAL, S.G., lb.....	40	45	Sorts, lb.....	55	70
BARK, Barbary, lb.....	22	25	COLLODION, lb.....	75	80	Thus, lb.....	8	10
Bayberry, lb.....	15	18	Cantharidal, lb.....	2 50	2 75	HERB, Althea, lb.....	27	35
Ruckthorn, lb.....	15	17	CONFECTION, Senna, lb.....	40	45	Bitterwort, lb.....	36	40
Canella, lb.....	15	17	CREOSOTE, Wood, lb.....	1 30	2 50	Burdock, lb.....	16	18
Cascara Sagrada.....	25	30	CRENASOL (JREYES) 4-oz. bottles, per doz.	4 50		Boneset, oz., lb.....	15	17
Casarilla, select, lb.....	18	20	" " 12-oz. bottles, per doz.	10 50		Catnip, oz., lb.....	17	20
Cassia, in mats, lb.....	25	28	CUTTLEFISH BONE, lb.....	35	40	Chiretta, lb.....	25	30
Cinchona, red, lb.....	60	65	DIXTRINE, lb.....	10	12	Coltsfoot, lb.....	20	38
Powdered, lb.....	65	70	DOVER'S POWDER, lb.....	1 50	1 60	Feverfew, oz., lb.....	53	55
Yellow, lb.....	35	40	ERGOT, Spanish, lb.....	80	85	Grindelia robusta, lb.....	45	50
Pale, lb.....	40	45	Powdered, lb.....	1 10	1 20	Horchound, oz., lb.....	18	20
Elm, selected, lb.....	18	20	Ergotin, Keith's, oz.....	2 00	2 10	Jaborandi, lb.....	45	50
Ground, lb.....	17	20	EXTRACT LOGWOOD, bulk, lb.....	13	14	Lemon Balm, lb.....	38	40
Powdered, lb.....	20	28	Pounds, lb.....	14	17	Liverwort, German, lb.....	38	40
Hemlock, crushed, lb.....	18	20	FLOWERS, Arnica, lb.....	15	20	Lobelia, oz., lb.....	15	20
Oak, white, crushed lb.....	15	17	Calendula, lb.....	55	60	Motherwort, oz., lb.....	20	20
Orange peel, bitter, lb.....	15	16	Camomile, Roman, lb.....	25	30	Mullein, German, lb.....	17	20
Prickly ash, lb.....	35	40	German, lb.....	40	45	Pennyroyal, oz., lb.....	18	22
Sassafras, lb.....	15	16	Elder, lb.....	20	22	Peppermint, oz., lb.....	21	20
Soap (quillaya), lb.....	13	15	Lavender, lb.....	12	15	Rue, oz., lb.....	30	30
Wild cherry, lb.....	13	15	Rose, red, French, lb.....	1 60	2 00	Sage, oz., lb.....	18	22
BEANS, Calabar, lb.....	45	50	Rosemary, lb.....	25	30	Spearmint, lb.....	21	25
Tonka, lb.....	1 20	1 75	Saffron, American, lb.....	65	70	Thyme, oz., lb.....	18	20
Vanilla, lb.....	\$ 00	15 00	Spanish, Val'a, oz.....	1 00	1 25	Tansy, oz., lb.....	15	15
BERRIES, Cubeb, sifted, lb.....	20	25	GELATINE, Cooper's, lb.....	75	80	Wormwood, oz.....	20	25
powdered, lb.....	25	30	French, white, lb.....	35	40	Yerba Santa, lb.....	38	48
Juniper, lb.....	7	10	GLYCERINE, lb.....	18	20	HONEY, lb.....	13	12
Ground, lb.....	12	14	GUARANA.....	1 00	1 10	HORS, fresh, lb.....	20	24
Prickly ash, lb.....	40	45	Powdered, lb.....	1 25	1 35	INDIGO, Madras, lb.....	75	85
BUDS, Balm of Gilead, lb.....	55	60	GUM ALOES, Cape, lb.....	18	20	INSECT POWDER, lb.....	35	35
Cassia, lb.....	25	30	Barbadoes, lb.....	30	50	ISINGLASS, Brazil, lb.....	2 00	2 10
BUTTER, Cacao, lb.....	60	65	Socotrine, lb.....	65	70	Russian, true, lb.....	6 00	6 58
CAMPHOR, lb.....	75	80	Asafoetida, lb.....	40	45	LEAF, Aconite, lb.....	25	30
CANTHARIDES, Russian, lb.....	1 40	1 50	Arabic, 1st, lb.....	70	75	Bay, lb.....	18	20
Powdered, lb.....	1 50	1 60	Powdered, lb.....	80	95	Belladonna, lb.....	25	33
CAPSICUM, lb.....	25	30	Sifted sorts, lb.....	45	50	Buchu, long, lb.....	50	45
			Sorts, lb.....	30	35	Short, lb.....	35	60
			Benzoin, lb.....	50	1 00	Coca, lb.....	55	60
			Catechu, Black, lb.....	9	20	Digitalis, lb.....	15	70
			Gamboge, powdered, lb.....	7 20	1 25	Eucalyptus, lb.....	18	20
			Guaiac, lb.....	50	1 00	Hyoseyanus.....	20	55
			Powdered, lb.....	90		Matico, lb.....	70	25

Senna, Alexandria, lb. . . . .	\$ 30	\$ 35	Rhatany, lb. . . . .	\$ 20	\$ 35	ANTINERVIN, oz. . . . .	\$ 85	\$ 00
Tinneyelly, lb. . . . .	20	30	Rhubarb, lb. . . . .	75	2 50	ANTIKAMIA . . . . .	1 35	1 40
Stramonium, lb. . . . .	20	25	Sarsaparilla, Hond, lb. . . . .	45	55	ANTIPYRIN, oz. . . . .	0 55	0 65
Uva Ursi, lb. . . . .	15	18	Cut, lb. . . . .	50	65	ARISTOL, oz. . . . .	1 85	2 00
LRUCHS, Swedish, doz. . . . .	1 00	1 10	Senega, lb. . . . .	55	15	ARSENIC, Donovan's sol., lb. . . . .	25	30
LICORICE, Solazzi. . . . .	48	50	Squill, lb. . . . .	13	25	Fowler's sol., lb. . . . .	10	13
Pignateffi. . . . .	35	40	Stillingia, lb. . . . .	22	27	Iodide, oz. . . . .	50	55
Grasso. . . . .	30	35	Powdered, lb. . . . .	25	40	White, lb. . . . .	6	7
V & S—Sticks, 6 to 1 lb., per lb. . . . .	27	30	Unicorn, lb. . . . .	38	25	ATROPINE, Sulp. in 1/2 ozs. Soc., oz. . . . .	6 00	6 25
" Purity, 100 sticks in box . . . . .	75	75	Valerian, English, lb. true. . . . .	20	45	BISMUTH, Ammonia-citrate, oz. . . . .	40	45
" Purity, 200 sticks in box . . . . .	1 50	1 50	Virginia, Snake, lb. . . . .	40	18	Iodide, oz. . . . .	55	60
" Acne Pellets, 5 lb. tins . . . . .	2 00	2 00	Yellow Dock, lb. . . . .	15	75	Salicylate, oz. . . . .	25	30
" Lozenges, 5 lb. tins. . . . .	2 00	2 00	RUM, Bay, gal. . . . .	2 50	2 25	Subcarbonate, lb. . . . .	2 00	2 25
" Tar, Licorice, and Tolu, 5 lb. tins. . . . .	2 00	2 00	Essence, lb. . . . .	3 00	3 50	Subnitrate, lb. . . . .	1 80	2 00
LUPULIN, oz. . . . .	30	35	SACCHARIN, oz. . . . .	1 25	1 15	BORAX, lb. . . . .	7	8
Lycopodium, lb. . . . .	70	80	SERD, Anise, Italian, sifted, lb. . . . .	13	40	Powdered, lb. . . . .	8	9
MACH, lb. . . . .	1 20	1 25	Star, lb. . . . .	35	5	BROMINE, oz. . . . .	8	13
MANNA, lb. . . . .	1 60	1 75	Burdock, lb. . . . .	30	3	CADMIUM, Bromide, oz. . . . .	20	25
Moss, Iceland, lb. . . . .	9	10	Canary, bag or less, lb. . . . .	4	5	Iodide, oz. . . . .	45	50
Irish, lb. . . . .	12	13	Caraway, lb. . . . .	10	13	CAFFEINE, oz. . . . .	55	60
MUSK, Tonquin, oz. . . . .	46 00	50 00	Cardamom, lb. . . . .	1 15	1 25	Citrate, oz. . . . .	35	40
NUCGALLS, lb. . . . .	21	25	Celery . . . . .	25	30	CALCIUM, Hypophosphite lb. . . . .	1 60	1 65
Powdered, lb. . . . .	25	30	Colchicum . . . . .	50	60	Iodide, oz. . . . .	95	1 00
NUJIBEGS, lb. . . . .	1 00	1 10	Coriander, lb. . . . .	10	12	Phosphate, precip., lb. . . . .	35	38
NUX VOMICA, lb. . . . .	10	12	Cumin, lb. . . . .	15	20	Sulphide, oz. . . . .	5	6
Powdered, lb. . . . .	20	25	Fenike' . . . . .	15	17	CERIUM, Oxalate, oz. . . . .	10	12
OAKUM, lb. . . . .	12	15	Fenugrec. powdered, lb. . . . .	7	9	CHINOIDINE, oz. . . . .	15	10
OINTMENT, Merc., lb. 1/2 and 1/2. . . . .	70	75	Flax, cleaned, lb. . . . .	3 1/2	4	CHLORAL, Hydrate, lb. . . . .	1 25	1 38
Citrine, lb. . . . .	45	50	Ground, lb. . . . .	4	5	Croton, oz. . . . .	75	80
PARALDEHYDE, oz. . . . .	20	22	Hemp, lb. . . . .	3 1/2	4	CHLOROFORM, lb. . . . .	60	1 00
PEPPER, black, lb. . . . .	16	18	Mustard, white, lb. . . . .	11	12	CINCHONINE, sulphate, oz. . . . .	25	30
Powdered, lb. . . . .	18	20	Powdered, lb. . . . .	15	20	CINCHONIDINE, Sulp., oz. . . . .	28	30
PITCH, black, lb. . . . .	3	4	Pumpkin . . . . .	25	30	COCAINE, Mur., oz. . . . .	7 50	8 50
Bergundy, true, lb. . . . .	10	12	Quince, lb. . . . .	65	70	CODEIA, 1/2 oz. . . . .	75	80
PLASTER, Calcined, bbl. cash. . . . .	1 25	3 25	Rape, lb. . . . .	5	6	COLLODION, lb. . . . .	65	70
Adhesive, yd. . . . .	12	13	Sirophanthus, oz. . . . .	50	55	COPPER, Sulph., (Blue Vitriol) lb. . . . .	8	10
Belladonna, lb. . . . .	65	70	Worm, lb. . . . .	22	25	Iodide, oz. . . . .	65	70
Galbanum Comp., lb. . . . .	80	85	SEIDLITZ MIXTURE, lb. . . . .	25	30	COPPERAS, lb. . . . .	1	3
Lead, lb. . . . .	25	30	SOAP, Castile, Mottled, pure, lb. . . . .	10	12	DIURETIN, oz. . . . .	1 60	1 65
POPPY HEADS, per 100. . . . .	1 00	1 10	White, Conti's, lb. . . . .	15	16	ETHER, Acetic, lb. . . . .	75	80
ROSIN, Common, lb. . . . .	2 1/2	3	Powdered, lb. . . . .	25	40	Sulphur, lb. . . . .	40	50
White, lb. . . . .	3 1/2	4	Green (Sapo Viridis), lb. . . . .	25	40	EXALGINE oz. . . . .	1 00	1 10
RSORCIN, white, oz. . . . .	25	0	SPERMACEIN, lb. . . . .	60	65	HYOSCYAMINE, Sulp., crystals, gr. . . . .	25	30
ROCHELLE SALT, lb. . . . .	25	28	TURPENTINE, Chian, oz. . . . .	75	80	IODINE, lb. . . . .	4 50	5 00
ROOT, Aconite, lb. . . . .	22	25	Venice, lb. . . . .	10	12	IODIFORM, lb. . . . .	5 25	5 50
Althea, cut, lb. . . . .	30	35	WAX, White, lb. . . . .	50	75	IODOL, oz. . . . .	1 40	1 50
Belladonna, lb. . . . .	25	30	Yellow. . . . .	40	45	IRON, by Hydrogen . . . . .	80	85
Blood, lb. . . . .	18	25	WOOD, Guaiac, rasped. . . . .	5	6	Carbonate, Precip., lb. . . . .	15	16
Bitter, lb. . . . .	27	30	Quassia chips, lb. . . . .	10	12	Sacch., lb. . . . .	30	35
Blackberry, lb. . . . .	15	18	Red Saunders, ground, lb. . . . .	5	6	Chloride, lb. . . . .	45	55
Burdock, crushed, lb. . . . .	18	20	Santal, ground, lb. . . . .	5	6	Sol., lb. . . . .	13	16
Calamus, sliced, white, lb. . . . .	20	25	CHEMICALS. . . . .			Citrate, U.S.P., lb. . . . .	90	1 00
Canada Snake, lb. . . . .	30	35	ACID, Acetic, lb. . . . .		13	And Ammon., lb. . . . .	70	75
Cohosh, black, lb. . . . .	15	20	Glacial, lb. . . . .	45	50	And Quinine, lb. . . . .	1 65	3 50
Colchicum, lb. . . . .	40	45	Benzoic, English, oz. . . . .	20	25	Quin. and Stry., oz. . . . .	25	35
Columbo, lb. . . . .	20	22	German, oz. . . . .	10	12	And Strychnine, oz. . . . .	13	15
Powdered, lb. . . . .	25	30	Boracic, lb. . . . .	12	13	Dialyzed, Solution, lb. . . . .	50	50
Coltsfoot, lb. . . . .	38	40	Carbolic Crystals, lb. . . . .	35	40	Ferrocyanide, lb. . . . .	55	60
Comfrey, crushed, lb. . . . .	20	18	Calvert's No. 1, lb. . . . .	2 15	2 20	Hypophosphites, oz. . . . .	25	35
Curcuma, powdered, lb. . . . .	15	18	No. 2, lb. . . . .	1 40	1 45	Iodide, oz. . . . .	40	45
Dandelion, lb. . . . .	20	20	Citric, . . . . .	60	65	Syrup, lb. . . . .	40	45
Elecampane, lb. . . . .	15	15	Gallic, . . . . .	10	12	Lactate, oz. . . . .	5	6
Galangal, lb. . . . .	15	15	Hydrobromic, diluted, lb. . . . .	30	35	Permanganate, solution, lb. . . . .	15	16
Gels emium, lb. . . . .	22	23	Hydrocyanic, diluted, oz. bottles . . . . .	1 50	1 60	Phosphate scales, lb. . . . .	1 25	1 30
Gentian or Genitan, lb. . . . .	12	15	Lactic, concentrated, oz. . . . .	8	10	Sulphate, pure, lb. . . . .	7	9
Ground, lb. . . . .	13	24	Muriatic, lb. . . . .	3	5	Exsiccated, lb. . . . .	8	10
Powdered, lb. . . . .	13	15	Chem. pure, lb. . . . .	18	20	And Potass. Tartrate, lb. . . . .	80	85
Ginger, African, lb. . . . .	18	10	Nitric, lb. . . . .	10 1/2	13	And Ammon Tartrate, lb. . . . .	80	85
Po., lb. . . . .	20	22	Chem. pure, lb. . . . .	25	30	JEVES' FLUID, 25c. bottles, per doz. . . . .	2 28	
Jamaica, blehd., lb. . . . .	30	25	Oleic, purified, lb. . . . .	75	80	" 50c. bottles, per doz. . . . .	4 50	
Po., lb. . . . .	35	38	Oxalic, lb. . . . .	12	13	LEAD, Acetate, white, lb. . . . .	13	15
Ginseng, lb. . . . .	4 50	4 35	Phosphoric, glacial, lb. . . . .	1 00	1 10	Carbonate, lb. . . . .	7	8
Golden Seal, lb. . . . .	1 00	1 20	Dilute, lb. . . . .	13	17	Iodide, oz. . . . .	35	40
Gold Thread, lb. . . . .	90	15	Pyrogallic, oz. . . . .	30	35	Red, lb. . . . .	7	9
Hellebore, white, powd., lb. . . . .	15	98	Salicylic, white, lb. . . . .	80	85	LIME, Chlorinated, bulk, lb. . . . .	4	5
Indian Hemp. . . . .	18	10	Sulphuric, carboy, lb. . . . .	2 1/2	2 1/2	In packages, lb. . . . .	6	7
Ipecac, lb. . . . .	5 00	5 20	Bottles, lb. . . . .	4	5	LITHIUM, Bromide, oz. . . . .	30	35
Powdered, lb. . . . .	5 25	5 55	Chem. pure, lb. . . . .	18	20	Carbonate, oz. . . . .	30	35
Jalap, lb. . . . .	40	40	Tannic, lb. . . . .	80	85	Citrate, oz. . . . .	25	30
Powdered, lb. . . . .	45	50	Tartaric, powdered, lb. . . . .	38	40	Iodide, oz. . . . .	50	55
Kava Kava, lb. . . . .	40	90	ACETANILID, lb. . . . .	65	70	Salicylate, oz. . . . .	35	40
Licorice, lb. . . . .	12	15	ACONITINE, grain. . . . .	4	5	MAGNESIUM, Calc., lb. . . . .	55	60
Powdered, lb. . . . .	13	50	ALUM, cryst., lb. . . . .	1 1/2	3	Carbonate, lb. . . . .	18	20
Mandrake, lb. . . . .	13	15	Powdered, lb. . . . .	3	4	Citrate, gran., lb. . . . .	35	40
Masterwort, lb. . . . .	16	18	AMMONIA, Liqueur, lb., .SSO. . . . .	10	12	Sulp. (Epsom salt), lb. . . . .	1 1/2	3
Orris, Fleuretine, lb. . . . .	30	40	AMMONIUM, Bromide, lb. . . . .	1 05	1 10	MANGANESE, Black Oxide, lb. . . . .		50
Powkaced, lb. . . . .	40	35	Carbonate, lb. . . . .	15	16	MENTHOL, oz. . . . .	30	35
Prni, dr Brava, true, lb. . . . .	40	45	Iodide, oz. . . . .	35	40	MERCURY, lb. . . . .	90	1 00
Par alb. . . . .	40	45	Nitrate crystals, lb. . . . .	40	45	Ammon (White Precip.) . . . . .	1 30	1 35
Pinsley, lb. . . . .	30	45	Muriate, lb. . . . .	12	16	Chloride, Corrosive, lb. . . . .	1 05	1 15
Pleursey, lb. . . . .	20	35	Valerianate, oz. . . . .	55	60	Calomel, lb. . . . .	1 20	1 30
Poke, lb. . . . .	15	25	AMYL, Nitrite, oz. . . . .	16	50	With Chalk, lb. . . . .	50	1 85
Queen of the Meadow. . . . .	18	18						

## Magazines.

Timely topics of interest to our common race will be discussed in the *Anglo-American Magazine*, a monthly review and literary periodical devoted to Anglo-American political, social, and literary matters. Canadian writers of prominence will be among our contributors for 1900. Read Sir John Bourinot's paper on "Literature and Art in Canada," to be published in the February number. Annual subscriptions, \$2.50; single copies, 25 cents. For sale at the newsdealer's. If he hasn't it, ask him to order it regularly for you; or send direct to The Anglo-American Publishing Co., 64 Wall street, New York.

In the *Review of Reviews* for December Dr. Albert Shaw writes on "The School City—A Method of Pupil Self-Government." This is a system now in operation in many public schools throughout the country by which training is given in the practical duties of citizenship. Dr. Shaw sets forth the working principles on which the system is based and gives many interesting facts of actual experience in the schools which have developed these principles in practice. The article is illustrated.

### The Best Offer of the Year

is that made by *Frank Leslie's Popular Monthly*, justly termed "the monarch of the 10 cent magazines." For a limited period, this famous and popular magazine, now \$1 a year, will send free with each yearly subscription the beautiful "Little Sweethearts" Calendar. This calendar is in six groups of water color designs by Frances Brundage, the famous painter of children, each group in twelve colors, size 10 x 12 $\frac{3}{4}$  inches, on fine Whatman paper, tied at top with a silk ribbon; each sheet contains two months' dates—thus being a complete calendar for 1900. *Frank Leslie's Popular Monthly*, edited by Mrs. Frank Leslie, now publishes the best literature and illustrations that money and energy can obtain, from such authors and artists as Rudyard Kipling, William Dean Howells, A. Conan Doyle, Frank R. Stockton, Mary E. Wilkins, Stephen Crane, Ruth McEnery Stuart, S. R. Crockett, F. Hopkinson Smith, Joel Chandler Harris, Bret Harte, "Josiah Allen's Wife," Henry James, Will Carleton, Edgar Fawcett, and Rev.

Dr. Henry van Dyke, A. B. Wenzell, H. Chandler Christy, F. Luis Mora, W. Granville Smith, Clifford Carlton, F. W. Read, Ch. Grunwald, and others. Prospectus for 1900 and a pretty folder in colors sent free for the asking. Specimen copy for three 2 cent stamps. Frank Leslie Publishing House, 141-143 Fifth Ave., N.Y.

### The December "Ladies' Home Journal."

"Mr. Dooley's" neighbor, "Molly Donahue," makes her debut in the Christmas *Ladies' Home Journal*. She is ambitious to reign as social queen of Archey Road, and is quite as interesting and witty as "Mr. Dooley," the philosopher of her author's creation. Rev. Cyrus T. Brady draws on his experiences as missionary to write of "What Christmas Means in the Far West," giving pictures of rare pathos and of irresistible humor. The letters that passed between Gail Hamilton and Whittier are published for the first time. They give some delightful glimpses of the social side of "the Quaker Poet." Ian Maclaren writes on "Shall the Old Clergyman be Shot?" and Albert W. Smith (the American Lewis Carroll) contributes more of his wonderfully funny nonsense verses. Dan Beard interests the boys with a Christmas novelty, and an exquisite carol by George W. Cable is timely for Christmas rendering. There are two notable page pictorial features, "The Nativity," from the brush of W. L. Taylor, and "Coming Home for Christmas," by A. B. Frost. The holidays are considered in all their phases, and the wants of the home and home-makers are anticipated. By The Curtis Publishing Company, Philadelphia. One dollar a year; ten cents a copy.

### Companion Stories for 1900.

The stories published in *The Youth's Companion* portray the manly and womanly virtues with no sacrifice of interest or vitality, and they appeal to the sympathies of old and young alike. During 1900 *The Companion* will offer special series of stories—among them being stories of Former Political Campaigns and Adventures of Linemen.

Besides these there will be a score of stories for girls by such writers as Sarah Orne Jewett, Mary E. Wilkins, Margaret Deland, Elizabeth Stuart Phelps, Edith Wharton, Kate Chopin and Margaret

Sangster. There will be four serial stories—"A Prairie Infanta," by Eva Wilder Brodhead; "Running a Merry Go-Round," by Charles Adams; "The Schoolhouse Farthest West," by C. A. Stephens; and "Cushing Brothers," by Ray Stannard Baker. In addition there will be two hundred other short stories by the most gifted of American writers of fiction.

All new subscribers will receive *The Companion* for the remaining weeks of 1899 free from the time of subscription, and then for a full year, fifty-two weeks, to January 1, 1901; also the *Companion's* new Calendar for 1900, suitable as an ornament for the prettiest room in the house.

Illustrated Announcement Number, containing a full prospectus of the volume for 1900 will be sent free to any address. *The Youth's Companion*, 203 Columbus Avenue, Boston, Mass.

### The Canadian Magazine.

The December number of this magazine is an especially good one. From cover to cover it is full of matter which must not only be a source of gratification to the publishers, but also to its readers, who see in their own national magazine a worthy competitor with the best of those published elsewhere. Its illustrations are also above the average, and those given this month appeal particularly to Canadians, especially those descriptive of the movements of the Canadian contingent for South Africa.

The *Canadian Magazine* is published by the Ontario Publishing Co., Toronto at \$2.50 per annum.

*The Methodist Magazine and Review.*—The publishers of this popular monthly have issued their prospectus for 1900, which shows a goodly array of reading quite up to the standard of former years. Amongst the illustrated articles promised are: Canada during the Victorian Era, by Sir John G. Bourinot, K.C., M.G., LL.D.; England's Oldest Colony, by Rev. G. J. Bond, M.A.; Mines and Mining in Rossland; With Peary in the Far North; Bye-ways of Travel, etc., etc.

In addition to the illustrated articles there will be articles on Popular Science, Character Studies, Short Stories, etc. The price is \$2.00 per year. Publisher, Wm. Briggs, 29-33 Richmond st. W., Toronto.

