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Blaud Pill Capsules,
These far surpass Blaud's Pills in efficacy,
as they neither oxidize nor harden.

Equal to
1, 2 or 3
Blaud
Pills.

PREPARED BY
**Duncan, Flockhart &
Co., Edinburgh.**

Agent in Canada,
R. L. GIBSON,
88 Wellington St. West,
TORONTO

**CANADIAN
PHARMACEUTICAL
JOURNAL**

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

Vol. XXXII. TORONTO, OCTOBER, 1898. NO. 10

Archdale Wilson & Co.,
Wholesale Druggists.

Importers of

DRUGS from the primary markets.

CHEMICALS from the best English,
European and American makers, and

DRUG SUNDRIES of all kinds.

HAMILTON, - - - CANADA.

Nothing purer can be made, than

HARVEY'S Medicinal Hydrogen Peroxide

We have lately reduced the price of our goods to the legitimate drug trade, and now in addition offer you a Vol. C.P. Hydrogen Peroxide (No. IX) at \$5 per dozen lbs. net. All wholesale druggists.

JOHN G. HARVEY,
TODMORDEN, ONT.



This very popular Dentifrice has a reputation of many years and is now sold by the Wholesale Trade of Canada at \$1.75 per doz.



FREE

A handsome Glass Jar, with ground stopper, packed in three different styles, viz : all

TUTTI FRUTTI,

or all Pepsin Tutti Frutti; or half Tutti Frutti and half Pepsin Tutti Frutti.

Send for new hanger signs for your Window to

ADAMS & SONS CO., 11 and 13 Jarvis St., TORONTO, Ont.

You have been asked for

EGYPTIAN EGG SHAMPOO,
TURKISH SHAMPOO,
DR. SAGE'S HAIR SAVER,
CREME DE ROSE,
TURKISH COSMETIQUE,

WHY NOT ORDER THEM FROM YOUR
WHOLESALE HOUSE,
OR WRITE TO US ABOUT THEM ?

Send to us for samples of our Unique Astringent Pencils, and our EXTRACT OF BAY RUM.

More Bay Rum is made from our Extract than from all other Essences, Extracts, etc., combined.

Its Cost is \$2 50 a Pound.

THE
WINDSOR BARKER CO.,
LIMITED,
50 Adelaide St., W., TORONTO.

RANSOM'S

CROUP

The only medicine known that will cure Membranous Croup or any kind of Croup, Hoarseness, Sore Throat, Enlarged Tonsils or Colds. In a private practice of 30 years it has never failed to cure any kind of Croup.

Ransom's Hive (Croup) Syrup and Tolu.

You can recommend it to your customers and can rest assured it will do all that is claimed for it.

Sold by all Druggists and Wholesalers.

Francis U. Kahle,

TORONTO, ONT.

REMEDY



STEARNS' EDELWEISS CREAM.

(SNOW WHITE.)

THIS PREPARATION is put up in a special "Diamond" bottle holding 3 fluidounces, and is the most liberal 25c. package of this kind on the market. The label is in two colors and in good taste. The package is wrapped in transparent parchment, kid capped, and tied with silk cord. This preparation is excellent for the purposes intended.

PRICES

1 gross....\$12.00	3 dozen....\$3.35
6 gross.... 6.00	1 dozen.... 1.25

Frederick Stearns & Co.,

MANUFACTURING PHARMACISTS,

WINDSOR, - ONT.

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

Won't Come Off



THE SECRET of good painting is good paint.

$\frac{1}{2}$ THE SECRET, the Right Material,
 $\frac{1}{2}$ THE SECRET, the Right Proportions.

1 The **WHOLE** Secret.

Robertson's Pure Paints.

A child can use them and produce good results. They do the best work at the least cost, live longer, have more covering capacity, and look better than any other paints in the market.

THE JAMES ROBERTSON CO., Limited, THE PAINT MAKERS,
263-285 KING ST. WEST, TORONTO.

Kindly mention this Journal when writing to Advertisers.

Druggists' Confectionery.

The Special Attention of Chemists

IS DRAWN TO THE FOLLOWING :

GLYCERINE PASTILLES.

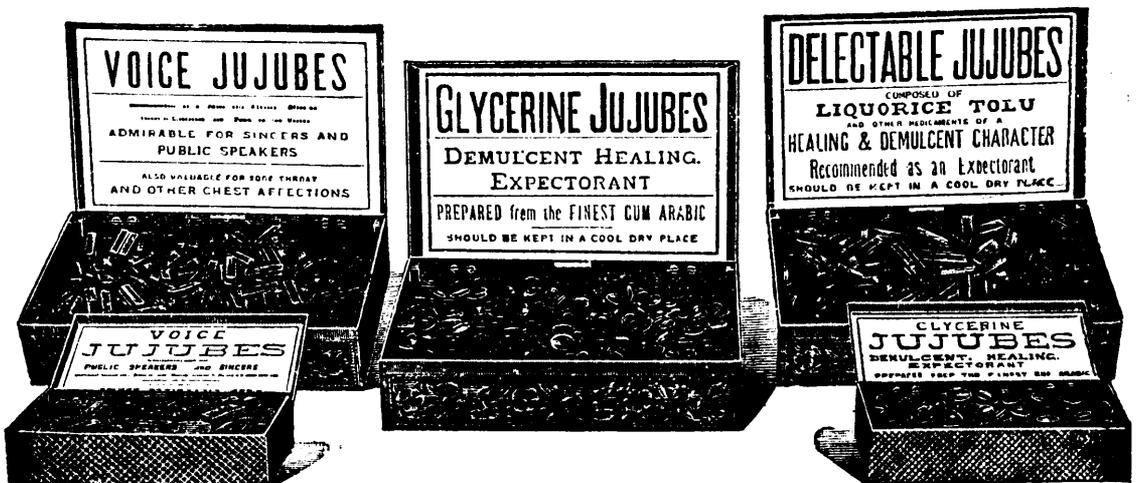
Beautifully Bright. Perfectly Soluble.
Quite Transparent.

ROBERT GIBSON & SONS

By a process recently discovered, are producing the most charming

GLYCERINE PASTILLES AND JUJUBES
EVER OFFERED TO THE TRADE.

PUT UP AND SENT OUT IN 4 LB. GLASS JARS OR DECORATED TINS, AS
DESIRED BY CUSTOMERS, AND BOTH FREE.



SAMPLES SENT ON APPLICATION TO THE WORKS.

ROBERT GIBSON & SONS, Carlton Works, **MANCHESTER,**

And 1 Glasshouse Yard, Aldersgate St., London, England.

Kindly mention this Journal when writing to Advertisers.



That Silky

Surface

counts for a great deal in *TOILET PAPER*, and customers are learning to ask for Eddy's make.

We can stock you up in full ; we make over 20 brands--\$5 to \$16 per case.

**THE E. B. EDDY CO., LIMITED.,
HULL, Que.**

Kindly mention this Journal when writing to Advertisers.

Maltine Manufacturing Co.'s Preparations.

MALTINE (Plain).
 MALTINE Ferrated.
 MALTINE with Cod Liver Oil.
 MALTINE with C.L.O. and Hyp-phos.
 MALTINE with Pepsin & Pancreatine

MALTINE with Hypophosphites.
 MALTINE with Cascara Sagrada.
 MALTINE with Peptones.
 MALTINE with Phos., Iron, Quinia,
 MALTINE WINE. [and Strychnia.

MALTINE WINE with Pepsin and
 [Pancreatine
 MALTINE WINE, Beef and Iron,
 MALTINE with Coca Wine.
 MALTO-YERBINE.

New York Pharmacal Association's Preparations.

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

LACTOPEPTINE ELIXIR. Plain.
 " " Iron, Quinia and Strychnia.
 Lactopeptine Tablets.

Arlington Chemical Company's Preparations.

Beef Peptonoids (Powder.)
 Liquid Peptonoids with Coca.

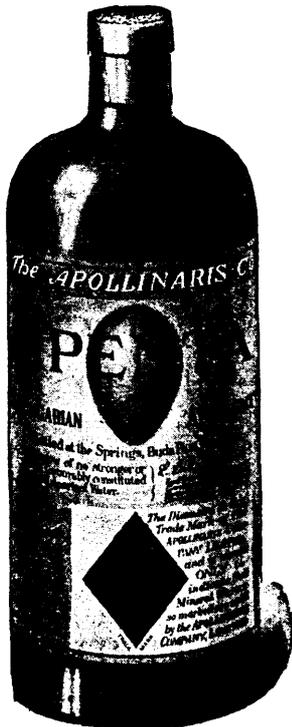
Liquid Peptonoids.

Peptonoids, Iron and Wine.
 Liquid Peptonoids with Creosote.

R. L. GIBSON, General Agent,

88 Wellington St., West.

TORONTO.



"APENTA"

THE BEST NATURAL APERIENT WATER.

.....

The Prices to RETAILERS are as follows :

\$5.50 Case of 25 large glass bottles

\$8.50 " " 50 small glass bottles

SEE that the Labels bear the

well-known **RED DIAMOND MARK**
 of the APOLLINARIS CO, Limited.

SOLE EXPORTERS :

THE APOLLINARIS COMPANY, Limited, LONDON.

CANADIAN SUB-AGENTS :

WALTER R. WONHAM & SONS, MONTREAL.

Kindly mention this Journal when writing to Advertisers.

CANADIAN PHARMACEUTICAL JOURNAL AND PHARMACAL GAZETTE.

VOL. XXXII.

TORONTO AND MONTREAL, OCTOBER, 1898.

No. 3

ESTABLISHED 1868.

CANADIAN PHARMACEUTICAL JOURNAL

—AND—

PHARMACAL GAZETTE.

ISSUED MONTHLY.

Editor, - - - - J. E. MORRISON

Business Manager, - G. E. GIBBARD

Subscription, \$1.00 per Year.

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All Copy for publication must be sent in by the 20th of the month.

New Advertisements and changes received up to the 25th or 20th if proofs are required.

Advertising Rates sent on application.

Address all communications on business

CANADIAN PHARMACEUTICAL JOURNAL,
287 King St. West, Toronto, Ont.

IMPORTANT ANNOUNCEMENT.

The growing importance of optics as an adjunct to the drug trade is recognized both in Great Britain and Canada. The action of the Ontario College of Pharmacy at its recent session in establishing a department in optics was but filling a demand from the pharmacists of the province.

We have always held the opinion that the pharmacist should be the optician of the community. His educational training and surroundings all tend to develop in him the qualifications necessary for the nicety of work in spectacle fitting. The object of THE JOURNAL is to be the best aid possible to the pharmacist. Keeping this end in view we have been endeavoring to secure a thoroughly competent man to take charge of a department in optics. Our efforts have been successful and we are pleased to be in a position to announce that next month such a department will be established in charge of Mr. Lionel G. Amsden, principal of the Canadian Oph-

thalmic College. The many friends of the gentleman among the pharmacists will appreciate the fact that they will receive the benefit of his thorough knowledge of the subject through the columns of the JOURNAL.

LABORATORY TABLES.

The question of suitable tables in the laboratory is one that has demanded the attention of chemists and biologists. Lead, slate and other materials have been recommended, but the cost is against them. C. W. Dodge in the July issue of the *Journal of Applied Microscopy* describes a method of preparing tables for use in biological laboratories which would also be useful in pharmaceutical laboratories. The top of the table, which is of soft wood, is carefully planed, and then treated with a decoction of logwood; when dry a solution of copperas is applied; when dry the top is well rubbed with sand paper, and hot paraffin of high melting point poured on, and by means of a hot flatiron thoroughly rubbed into the wood, thus filling the pores and coating the surface. The superfluous paraffin is removed by scraping, and the tops are then ready for use. As a table for the dispensing counter we have found nothing better than a sheet of plate glass set into a bed of black putty. It is easily cleaned, is not acted upon by acids or alkalies, and is not very costly.

ANTISEPTIC BARBER SHOPS.

The crusade against disease-spreading barber shops has not materialized any too soon. The necessity for a sweeping reform in conducting these necessary adjuncts to our civilization is apparent to even a casual observer. Gross and criminal carelessness prevails in the best conducted shops. The same razor, strop and brush will be used on the "Next" which has just done duty on a face which bears unmistakable evidence of disease, with no more precaution than a wipe on a tissue paper or possibly a soiled towel. In the most trifling surgical operations at the present time most exacting antiseptic

regulations are followed. The surgeons' hands, sponges, packing, bandages, and instruments are sterilized perfectly, while in the operation of shaving, where the skin is liable to be broken at any time, the commonest sanitary conditions are frequently ignored. Within the space of one week three cases of the disease commonly known as "barbers' itch" have come under the notice of the writer, and in each case the appearance of the victim was most loathsome. The deliverance of the Quebec board of health is not a day too soon nor a word too strong. Dr. Berger, of Germany, supplies the following rules, which should be enforced by public inspection. We clip them from the *Scientific American*.

"The barber himself should be free from epilepsy, spasms of any kind, drunkenness, and infectious diseases. Persons afflicted with contagious diseases of the skin, hair, beard, or genitals should not be allowed in a public shop, but should be attended to at their homes, where they should have all their own instruments. In the shop all brushes and combs should be made of good material, so that they may withstand frequent disinfection. Puff-balls should be replaced by balls of absorbent cotton which should be thrown away after they have been once used. Towels, etc., should be freshly laundered for each person, unless paper napkins are employed and used only once. Combs should be cleaned and disinfected with corrosive-sublimate solution after each use. A barber should never wipe the razor upon his hand. Brushes to dust away the cut hair from the neck should be forbidden. A barber should pay special attention to the cleanliness of his own hands and person, and should be instructed in the appearances of diseases of the skin, scalp and beard."

A NEW ORGANIZATION OF AMERICAN PHARMACISTS.

The executive board of the Chicago Retail Druggists' Association has taken the preliminary steps for the formation of a national organization to protect the interests of retail pharmacists, which they hope to complete at St. Louis during the meeting of the N. W. D. A. It is considered that the A. Ph. A. looks after the professional interests of the trade but that the commercial interests, which are of greater importance, do not receive sufficient attention, and it is expected that the new society will be able to fill the bill. It is to be hoped that it will, but the A. Ph. A. has done good work in the past in that direction, and has outlived two organizations founded on the projected lines, which after a few years of efforts gave up the ghost. The fault is not that the A. Ph. A. does not look after the retailers' interests but that those who should be members and who should

take an interest in the work do not join the Association. The need is not for more associations but for more loyal and general support of the associations already in existence.

LYMAN BROS.' ANNUAL BICYCLE RACES.

This event has become one of the fixtures of the city drug trade, and yearly affords one of the most enjoyable afternoon outings of the season. This year's event promises to surpass its predecessors. Every detail of the afternoon sport is being perfected by an enthusiastic and competent committee. Any druggist who can possibly "leave the shop" for a few hours will be well repaid for a visit to Rosedale. The programme of races can be found on the back cover of this issue of the JOURNAL.

CHAS. E. DOHME.

PRESIDENT OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

Mr. Dohme, although a German by birth, is a typical American, and is a type of the men who have made the United States the country they are. By industry, tact, push and brains, Louis and Chas. E. Dohme have built up one of the largest businesses in manufacturing pharmaceuticals in the world.

Born in Germany in 1843, he settled in Baltimore with his parents when quite young. After acquiring a sound education, at the age of sixteen he entered the pharmacy of A. P. Sharp. After serving some years he entered the establishment of Andrews & Thompson, then one of the largest retail establishments in Baltimore. In the meantime he had taken the lectures at the Maryland College of Pharmacy, from which he graduated in 1862, and five years later took the degree of Master of Pharmacy. In 1866, Louis Dohme, his eldest brother, having entered into partnership with Mr. Sharp, the subject of this sketch was invited to enter the firm, which was then doing a retail and manufacturing business. Chas. E. Dohme took charge of the laboratory, and immediately the output commenced to increase. A little later Mr. Sharp retired from the firm, which in 1892 was converted into a corporation, Louis Dohme being the president and Chas. E. Dohme vice-president.

Mr. Dohme has been a very active member of the A. Ph. A., having been for many years member of the council and on various committees. He was a vice-president in 1890, and also in 1895.

His son, A. R. L. Dohme, is a Doctor of Philosophy of Johns Hopkins University and of Gottingen, and is one of the leaders of the scientific section of the Association, and is recognized as one of the brightest of the younger American chemists.

'E. & Co.' Genuine Lead.

We bespeak the orders of druggists carrying stocks of Paints and Oils, in preparation for the FALL TRADE. During the past year we have devoted more especial attention to this department with the result that we have secured most gratifying recognition of the worth of our brand of Lead, which is attested by a vast increase of business—for the eight months of 1898 quadruple of year 1797—and by high commendation from practical painters. Our 45 years' experience counts for a good deal. Useful advertising leaflets supplied on request.

Price \$5.35 net per 100 lbs.

PURE LINSEED OIL. PURE SPIRITS OF TURPENTINE.

Best goods, re-coopered Sold by weight at bottom market prices.
Our *PALE BOILED OIL*—a relic of the days when we were "pressers"—has no superior.

Street's Brunswick Black,

OR STOVE PIPE VARNISH,

The best varnish for all kinds of iron work.
½ pt. stones, \$1.35 doz. Glass Bottles (apollinaris) \$1.20 doz. 6 oz. tins, 75c. doz.

D. & F. Chloroform, in 2 oz. bottles.
Glycerine 1.260.
Petrolatum, light, 20 lb. pails.
Petrolatum, veterinary, 20 lb. pails.
Petrolatum, "Red Seal," 2 oz. bottles.
Ac. Carbohc, 1s. and 10s.

Rubber Goods.

Pure Gum Hot Water Bottles, black.
"Universal" Hot Water Bottles, slate.
"Universal" Fountain Syringes.
Combination Fountain Syringes
and other lines.

Ebony Goods.

Hair Brushes.
Nail Brushes.
Cloth Brushes.
Hat Brushes.
Mirrors, etc.

Gibson's Liquorice, Linseed and Chlorodyne Lozenges, 7 lb. tins.

Gibson's Confectionery, full line.
Fine Tampico Fibre Whisks, \$1.50 doz.
Celluloid Tooth Brush Holders.
Celluloid Soap Boxes.
Ton-do-lin, 35c. and 25c.
The "Pilot" Shaving Brush.
Cascanata, two sizes.
Resinol Soap.
Belt's Eye Protectors.
Izal Emulsion, 1/— and 4/6.
Metric Scale Weights.

Graduated Measures, combined English and Metric Scales.

Perfume, in Cut Glass Bottles,

in Satin-lined Boxes. SEE OUR FINE LINE.

ELLIOT & CO.,

5 FRONT ST., EAST,

TORONTO.

SPONGES.

Cases { Large assortment of both English and American packing.

Bales { Sheepwool, Velvet, Yellow, Hardhead, Reef and Grass.

LYMAN, KNOX & CO.,

Importers & Jobbers,
MONTREAL
AND TORONTO.

TEABERRY FOR THE

TEETH CLEANSSES FROM ALL IMPURITIES

ARRESTS DECAY - PLEASANT TO USE
ABSOLUTELY HARMLESS - ALL 25c.

DRUGGISTS - SELL IT - ZOPESA-CHEM. CO. TORONTO

Fine Confectionery

for Druggists.

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

A. J. STEWART,
410 Queen St. W., Toronto.

Pharmaceutical Specialties.

(SCOTT & MacMILLAN)

(S. & M.)

now

The HOLTGATE-FIELDING Co. Limited

<i>Fluid Cascara Aromatic</i>	<i>Syrup White Pine Co.</i>
<i>Fluid Extract Cascara</i>	" " " Tar
<i>Menthymol Antiseptic</i>	" Ferri Perchlor.
<i>Essence of Pepsin</i>	" Triple Phos.
<i>Elixir Lactated Pepsin</i>	" Ferri Iodid
<i>Galisaya Cordial</i>	" " Phos.
<i>Vitalic Hypophosphites</i>	" Trifoliumo.

We now manufacture the above and solicit the attention of the trade. We also invite inquiries on crude drugs and powdered drugs in packages.

Agents for "Carnogen," Keasbey & Matteson, and Watson's Rheumatic Pills.

THE

HOLTGATE-FIELDING CO.

LIMITED.

25 Melinda St., TORONTO.

Special Offer to Druggists.

Send us the names of all you know who have Asthma, and we will send them a sample bottle of Clarke's Kola Compound free of charge, with instructions to purchase further orders from you. In most cases the patient will order three bottles at one time.

Clarke's Kola Compound has already cured more than 500 cases of Asthma in Canada alone. Three bottles are absolutely guaranteed to cure any case of Bronchial Asthma, Bronchitis, or Hay Fever. Some Druggists have taken advantage of this offer and increased their cash sales considerably, and why not you? Hoping we may hear from you, we are,
Respectfully yours,

The Griffiths & Macpherson Co.,

TORONTO & VANCOUVER, B.C.

ABBEE EFFERVESCENT SALT CO. vs. BURGESS POWELL CO.

The following correspondence speaks for itself. No comment is necessary, it simply shows that any firm desiring to prevent its goods being cut can do so. The Abbey Salt Co. have already protected the interests of the retailer, and are determined to continue in the same path. There is no difficulty in obtaining full prices on this preparation, and why any house should cut the price is one of the incomprehensible things which as Dundreary says, "No fellah can find out."

MONTREAL, SEPTEMBER 7th, 1898.

Messrs. the Burgess-Powell Co., Ltd., Toronto, Ontario.

DEAR SIRs:

We were informed some days ago by our Toronto correspondents that you were selling Abbey's Effervescent Salt at 20 cents and 40 cents per bottle, instead of the regular price, 25 cents and 60 cents.

We requested our Mr. Hudson to call upon you and he informed us that you declined to raise the prices, on the ground that so long as Eaton's are able to obtain our preparation and sell it at a cut price you will do the same, entirely overlooking the fact that these concerns must obtain their goods, either by connivance with some retail druggist, or by paying the full retail price, and not through any fault of ours.

The position that you take in this matter surprises us extremely. In early July we ascertained as a fact that no druggist in the city of Toronto had any difficulty in obtaining a full price for Abbey's Effervescent Salt, although both Eaton's and Simpson's Drug Departments, were able to obtain our preparation in small quantities and sold it at cut prices. It is quite evident, therefore, that there was no necessity to meet any price that may have been made by these people, and consequently natural that we should have felt astonished that a reputable drug house, doing a very considerable business, should set an example in injuring the sale and reputation of Abbey's Effervescent Salt.

You are doubtless aware that we have taken important steps to protect the retail druggist and to maintain our prices, in order to enable the legitimate druggist to reap a legitimate profit, and it is only natural that we should look for hearty co-operation among the druggists, rather than for a direct attack upon the standing and reputation of our preparation.

We take the liberty of laying the case before you, and request you to be good enough to restore the prices of Abbey's Effervescent Salt to the regular level. We ask this, not alone in your own interest and ours, but also in the interest of your confreres in the retail drug trade, and we think that you must be sufficiently familiar with the position of matters in your own business to realize fully how suicidal to the trade would be the playing, by members of it, directly into the hands of departmental stores and the grocery trade, rather than by showing a firm and united front, to over-

come those difficulties in a direct, strong and straightforward manner.

We shall be much obliged by your early reply,

Yours very truly,

THE ABBEE EFFERVESCENT SALT CO., LTD.

MONTREAL, SEPT. 16th, 1898.

Messrs. Burgess & Powell Co., Toronto, Ontario.
DEAR SIRs:

We wrote you on the 7th inst., asking you to restore the prices of our preparation, and as we received no reply we wrote you again on the 12th inst., and are now informed by our Mr. Hudson, that you have definitely refused to comply with our request, and that it is not likely that you will reply to our letter. We must therefore, in order to maintain the position which we have taken with regard to the drug trade, request the wholesale houses to cease to fill your further orders for Abbey's Effervescent Salt.

Yours very truly,

THE ABBEE EFFERVESCENT SALT CO., LTD.

ANENT ANTITOXIN PATENT.

The present agitation over the patent granted to German producers on the preparation of diphtheria antitoxin serves to call into prominence the esteem in which the remedy is held in America, especially the domestic product. Antitoxin is employed more and more with each returning season, and being an emergency remedy should be had in available stock in every community. The leading drug stores, to be up to date and complete, should carry at least a small stock of a reliable preparation. In a matter of this kind, to be able to supply the demands of physicians is to win their confidence and patronage.

The system of frequent exchange for fresh serum was introduced by H. K. Mulford Company, and has met with great favour. By this system druggists sustain no loss, but especially are able to keep a constant supply of an absolutely reliable preparation. This feature for obvious reasons does not apply to any foreign product.

In this connection it is well to remember that Mulford's concentrated product is unequalled in excellence of results, and is the more generally employed.

Mother—It shocks me awfully to think you took the penny. Remember, it is as much a sin to steal a penny as a dollar. Now, how do you feel, Willie?
Willie—Like a chump! There was a dollar right alongside the penny.

Youngerman—Do you think two can live as cheaply as one?

Oldtimer—Well, before I was married I thought that possibly they could.

Youngerman—And afterwards?

Oldtimer—Oh, I didn't do any thinking afterwards—I found they had to.

Editorial Notes.

Messrs. H. K. Mulford Co. have engaged Howson & Howson, and Hepburn, Carr & Kraus, to represent them in the coming contest over the antitoxin patents granted to Prof. Behring of Berlin.

One of the best things ever done by the Commercial Section of the A. Ph. A. was the publication of the report on the drug trade of the world, compiled from consular reports and published by the U. S. Department of State. It contains reports of the laws and conditions governing pharmacy in all parts of the civilized globe, and judging from the correctness of the reports from Canada, the whole work is thoroughly reliable. We note that the list of patent medicines used in the review of the trade in the Province of Quebec is that issued by Lyman, Sons & Co., of Montreal.

The Retail Merchants' Association are pushing the case against the T. Eaton Company, arising out of alleged fraud in the sale of a tea set advertised as quadruple plate and which appears to be far otherwise. The case was first taken before the police magistrate, but the company raised the objection that he had no authority in the case of a limited company. This objection was sustained by Justice Rose, who held that companies must be indicted before a jury. The Association took it to the assizes and secured a true bill before the grand jury so that the case will come for trial in the near future.

The methods adopted by "The Druggists' League for Shorter Hours" to attain the ends of the organization are not likely to increase the membership nor the standing of the society. The attacks made upon the drug trade of New York, through the columns of the yellow Journals, instigated by some of the officials, are enough to drive reputable druggists to adopt violent remedies. There is no question about the need of shorter hours of labor for druggists and their clerks, and it is to be hoped that such a condition will be attained, but it can be done only by legitimate means, not by the methods of the professional agitator.

French pharmacists will have to continue dispensing Antipyrin "Made in Germany." The amount of love cherished for Germany, or anything pertaining to that country, by the French, is well known to any person conversant with the history of the last thirty years. For years past French manufacturers have placed this article on the market under the

name of analgesine, but the physicians insisted on prescribing antipyrin, and under French law such must be dispensed. Now an effort is being made to expunge the name from the trade mark register. So far the rulings of the Court have been in favor of the hated antipyrin.

The wrong bottle act was played in Dublin recently, this time by an artist of considerable celebrity, M. Auguste Van Biene, the brilliant 'Cello player, who will be remembered by Toronto people in "The Broken Melody." The act was presented with the same old staging, "Misplaced bottles by careless servant," "Defective Light," "Drank the Liniment," etc. Fortunately medical aid in this case was available and the victim's life saved. When will the public learn that bottles of medicine are "Matters of Life and Death," and how many more fatalities will it require to convince pharmacists of the criminality of dispensing dangerous lotions and internal medicines in bottles of similar size and shaped.

Joseph Feil's paper read at one of the meetings of the Commercial Section of the A. Ph. A., on the decrease of drug stores in the United States, was one calculated to make druggists do some thinking. In spite of the constantly increasing number of graduates turned out by the colleges, the number of drug stores is steadily decreasing. In 1896, '97, and '98 the numbers were respectively 37,604, 36,433 and 35,467, the decrease in two years being over 2,000. The causes, of course, are not far to seek, the competition of departmental stores being undoubtedly the main cause. We wonder if the same condition exists in Canada. We do not think so, as we think there are now a few more drug stores in Canada than there were two years ago.

A few days since one of the Toronto wholesale houses made a peculiar and suggestive find during the course of a "house cleaning" expedition. On removing the case surrounding the bowl of a water closet in the basement, a pile of empty bottles and lengths of rubber tubing was unearthed. An inspection revealed the fact that the bottles were the empty containers of a much advertised catarrh cure, and the rubber tubing the instrument used for puffing up the nostril. The pile of bottles on counting was found to contain 20 dozen. The suggestiveness of the find comes in from the fact that this particular catarrh powder is said to contain a large percentage of cocaine. The questions with which the house is now wrestling are "Who was the Fiend," and "How much was their net loss?"

Distinctly A Case Where The Need Sought The Prep- aration !

For years before we ever heard of Taka-Diastase we frequently received letters from prominent practitioners throughout the Dominion, urging the need of a powerful and reliable diastase in the conditions which unite to form the

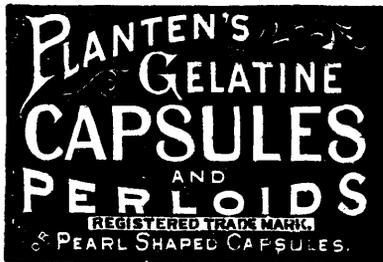
Clinical Tableau of Starch Dyspepsia ;

and emphasizing the fairly boundless range of usefulness in store for such a preparation, as compared with the relatively limited indications for pepsin.

Taka-Diastase is beyond all comparison, the most potent digestant of starchy foods ever available in medical practice.

Parke, Davis & Co.,
Walkerville, Ont.

Eastern Depot for Canada,
378 St. Paul St., Montreal.



KNOWN AS RELIABLE OVER SIXTY YEARS.

Some Specialties.—Sandal Pure ; Sandal, 1-10 Cassia ; Apiol ; Wintergreen ; Terpinol ; Erigeron ; Damiana, Saw Palmetto, Etc.

EMPTY CAPSULES OF ALL KINDS.

Encapsuling Private Formulas a Specialty. Correspondence solicited.

IMPORTANT—We will gladly send Druggists or Physicians, on receipt of list price, direct by mail, any of our Filled Capsules and Perloids.

Specify **PLANTEN'S** on all orders. Send for samples.

H. PLANTEN & SON, Established 1836, NEW YORK.

Dandruff Shampoo Soap

Should have the preference as a Toilet and Bath Soap.

Why? Because it comes the nearest being a neutral soap, and will remove Dandruff and perspiratory matter when all other soaps fail. Make this test: Try any other soap as a Shampoo soap; after allowing your hair to become thoroughly dry, comb with fine comb and you will bring out soapy dust. Use DANDRUFF SHAMPOO and you comb out nothing.

We claim it a fraud on the public to offer a medicated skin soap; when the qualities of the best soap should be strictly neutral, removing the perspiratory matter from any part of the body without irritating the skin. All orders promptly filled by jobbers. Write

W. J. BAKER & CO.

24 Wellington St., West., TORONTO.

WAMPOLE'S BEEF, WINE AND IRON.

In Pint Bottles.....\$5.00 per doz.
Winchester (½ Imp. Gal.)..... 2.00 each.
Imp. Gal., in 5-gal. lots and over, 3.50 per gal.

With handsome lithograph labels, buyer's name prominently printed on same, at following prices:

¼-gross lots, and over....\$60.00 per gross.
Packed in ¼-gross Cases.

We use a pure Sherry Wine in the manufacture of this article, assuring a delicate flavor, and we guarantee the quality to be equal to any in the market.

We invite comparison with other manufacturers, and will cheerfully furnish samples for that purpose.

Your early orders and enquiries solicited through Wholesale Jobbers or direct to us.

Very truly yours,

HENRY K. WAMPOLE & CO.,

Manufacturing Pharmacists,

Canadian Branch: PHILADELPHIA, Pa.
36 & 38 Lombard St.,
TORONTO, ONT.



The reasons that Druggists should handle

BROCK'S Bird Seed

—ARE—

1. It is perfectly clean, pure seed.
2. It contains no hemp.
3. The packages contain a cake of Bird Treat for toning up the bird.
4. It contains a piece of Cuttle Fish Bone.
5. Because your customers will like it better than any other.

Order from your jobber; if he don't keep it write

NICHOLSON & BROCK,
Colborne St., TORONTO

The departmental stores in Toronto are making desperate efforts to capture the city drug trade. One of them keeps the drug department open all night and bicycle messengers to respond to urgent calls; now the other has sent a copy of the new B. P. to every city physician with his name in gold on the front cover. Up to date we are not in possession of the number of physicians who have returned the *bribe* with an intimation that they, as members of an honorable profession, decline to be under compliment to any firm. Notwithstanding these and other extra efforts, we are pleased that the druggists of the city report an improved condition of trade, showing that "all the people, all the time" cannot be fooled by fake schemes.

Customer—"I want some tramp cider."
 Grocer—"What do you mean?"
 Customer—"Cider that hasn't worked, of course."

Physician—"Put out your tongue."
 Patient—"Oh, doctor, no tongue can do justice to the torments I am suffering."

"If you were as full as you said you were, how did the judge come to discharge you?"
 "He didn't know I was loaded."

A new thing just out is rubber covered corks, which are being manufactured by the McCambridge Rubber Co., of Lancaster, Penn. They are cheaper than solid rubber stoppers, and for most uses would do just as well.

CHLOROPHYLL WITHOUT SUNLIGHT. Etard & Bouilhac cultivated *Nostoc punctiforme* in a solution of glucose in perfect darkness. Contrary to the usual experience, the plant was green. The coloring matter gave exactly the same absorption bands as ordinary chlorophyll.

Pastor (benevolently)—I hope you are a christian, my little man. Do you say your prayers night and morning?

The Little Man—Nope; only nights.

Pastor—Why don't you say them in the morning, too?

The Little Man—Well, dis kid can take care of hisself when he's awake.

Solution to vaporize in the chamber of phthical patients:

Formalin.....	600 m.
Creosote	150 "
Turpentine	375 "
Menthol	60 grs.

Twenty to thirty drops to be heated on a metal plate.—*Reforma Medica, N. Y. Med. Journal.*

Original Papers.

SOME THINGS I HAVE NOTICED.

BY AN "OLD DRUMMER."

It is a fact that the average druggist is not just as sharp to grasp money-making opportunities as members of other trades. I don't know why it is, possibly it is a relic from the old days, when there were few druggists; full prices were obtained; there was money in the business and no great need of hustling. But now things are changed, and if money is to be made, one has to get up and hustle. I find that druggists don't advertise enough, and when they do advertise, in the majority of cases, it is in such a careless way that no possible benefit can be derived from it. For instance, they advertise patent medicines, or tell the public that 'Jno. Smith keeps a full stock of Pure Drugs, Chemicals and Patent Medicines.' Well, everybody knows that if Jno. Smith is a druggist he keeps 'Pure Drugs, etc.;' it is only waste of money telling folks so. You want to get out something striking, something that will catch the eye of the reader; if you can't do it yourself it will be cheaper to get your ads written by a professional ad. writer. About advertising, there is one point I want to draw attention to. It is the ad. for nerve pills or beans, or cure for gonorrhœa, to which druggists sometimes allow their names to be put as selling agents. I think, and the majority of druggists think with me, that this is disgraceful and tends to lower the whole profession in the eyes of the public. The whole of these remedies are fakes of the worst kind, and should be left seriously alone, because they don't pay, no matter what the profit.

Another druggist will insert ads. for cough mixtures, etc., during the winter, and away along in the middle of the summer you will still see Peter Jones' ad., extolling his cough syrup, or emulsion, or new stock of chest protectors, smiling blandly at you as you open your evening paper. What do people think when they see it? Either that P. Jones is too busy to change his ad., so they take their prescriptions to some store where they have more time to attend to things, or else they conclude that Mr. Jones is very careless, and the result is the same.

About windows. I don't think they are utilized as they ought to be, although I must say that there has been a great improvement in the last ten years, but still there is room for improvements. Window displays should be changed at least once a week, and don't fill the window with a heterogenous mess of all kinds of truck, and don't use it to display someone else's manufactures. Put in a solid

show of one article, and that a seasonable one—your own cough syrup, emulsion, a variety of chest protectors, cough lozenges, liquorice, etc., during the winter months. Put in handsome, plain cards extolling the virtues of each with the prices; a few words will do, so that "he who runs my read," and read it all.

Don't make menageries of your windows, with displays of frogs and other animals, all of which are totally out of place in pharmacy. A line of *roc.* goods was introduced some years ago, and somehow or other they caught on with druggists, why, I don't know, but druggists have since awakened to the fact that it was a foolish piece of business. If a man goes into a drug store to buy a box of cough lozenges, or tooth paste, or any other such article, he expects to pay at least a quarter, but if you hand him out a *roc.* article he will be satisfied; the druggist makes three or four cents, when with exactly the same trouble he could have sold a twenty five cent article and made at least ten cents on it, and, if it was his own make, fifteen cents or more.

There are a few other things I have noticed in my trips around the country, but as Kipling says, "that's another story," and I'll try to give it next month.

RULES FOR THE APPRENTICE.

BY AN ONTARIO DRUGGIST.

Apprenticeship is the basis and foundation of a business career, and success or failure in after life will depend very largely upon the manner in which these four years are spent. If you cultivate and establish principles of industry, neatness, promptness and carefulness, it means that your business career will be characterized by these same habits which invariably lead to success. So you will readily understand the vast importance attached to your conduct as an apprentice.

Below are a few rules involving some general principles, which every apprentice should carefully observe :

Be on hand promptly at the appointed hour every morning, a few minutes earlier if you wish, but never a few minutes later.

Sweep and dust everything in and around the store, and do it in a careful, thoughtful manner, not in a mechanical way, paying special attention to out-of-the-way places. Never allow a particle of dust to be seen on any cases, show-globes, counters, bottles or elsewhere. It means work, but that is what you engaged to do.

See that the graduates, mortars, spatulas, etc., are not only clean in the morning, but clean all day; *i.e.*, clean one the moment you find it has been used.

Don't make a practice of entertaining your friends in the store. It is all right to spend five minutes in a social chat, but never settle down to talk for half an hour to a friend, as the time thus wasted belongs to your employer.

Be attentive to business while your employer is absent, and be especially watchful to see that everything is conducted precisely as when he is present.

Do not encourage any loafing or fooling in the store; it is very detrimental to business.

When the time comes to take your place in the front shop, be very careful in attending to customers, and no matter what you happen to be engaged in, drop it at once in order to wait on a customer.

Take a genuine interest in the business, just as though it were your own. Your employer will appreciate it, and increase your facilities for improvement and advancement.

Do not spend time during business hours working at your own private affairs, such as repairing your tennis racquet, bicycle tire, etc. The spare time which presents itself should be occupied in study to improve yourself and render your services more valuable to your employer.

The practice of running out a few moments occasionally during the day is a bad one. Any time you wish to absent yourself for a few minutes, first let your employer know about it.

When you wish to buy an article out of the store, buy it from your employer, not from yourself. You cannot pose both as customer and salesman.

Never guess at anything in connection with selling or dispensing drugs. "Never do anything unless you are sure it is correct" is a motto to be rigidly observed.

Lastly, time outside of business hours, although your own, should, nevertheless, be judiciously spent. Bad habits and bad companions should be carefully avoided. An apprentice does not receive sufficient salary to warrant him in leading a gay life and his employer will soon begin to suspect that he must be spending more than his regular weekly allowance. A prompt dismissal is sure to follow.

THE ANTITOXIN PATENT, WHY REFUSED FIVE TIMES YET FINALLY ALLOWED.

BY JACOB R. JOHNS, M.D.

An examination of the official file wrapper and contents of the United States Patent granted to Behring, on diphtheria Antitoxin under date of June 21st, 1898, gives the clearest idea of the subject, which is at present attracting world-wide attention. It appears that since January 11th, 1895, Behring filed five different applications, each being presented promptly after its predecessor was refused. The first lacked very materially in clearness, but, like the

other four, claimed for the would-be patentee the discovery and perfecting of "a successful plan or process by which diphtheria antitoxin can be obtained upon a large commercial scale." This claim is specially stated in the second application as an elucidation of the intent and purpose of the first, and is defended by argument in the last three. In the same application we find the clearest statement of what is not claimed in the following words: "This invention does not cover a method of medical treatment (which is not patentable). While inoculation to immunize is known, no one before the invention of this process has gone beyond establishing general scientific principles, as these were evolved by many."

The main argument advanced to sustain the claim is the fact that the applicant was awarded the "Alberto Levy prize" for the discovery of diphtheria antitoxin. This, it may be remarked, is offset by the fact that the French Academy of Science prize was awarded conjointly to Behring and Roux.

The points in law scored against the applicant by the special examiner are, substantially, as follows:—

1.—The process for which patent is claimed consists of methods of which applicant is not the sole nor first inventor. It is an elaboration of basic principles which are the result of the labors and discoveries of many, and hence is not patentable.

2.—The process for which patent is asked is simply a particular application of a general process which is part of the professional knowledge and applies to the production of other antitoxins than that of diphtheria. The applicant is not the sole inventor, and the process is not patentable.

3.—The elaboration of a process so as to make it operative for commercial purposes, when the principles underlying it are common knowledge, is not a patentable novelty.

4.—The substance produced by the process for which patent is claimed cannot be described by its physical or chemical properties, but only in terms of results obtained when medicinally employed, and for this reason is not patentable.

5.—A method of medical treatment is not patentable. Diphtheria antitoxin is produced by and for a method of medical treatment.

6.—The Alberto Levy prize expressly states that Behring and Kitasato published the results of their labors, hence either alone was not inventor.

7.—It appears that a similar material was patented in England by Aronson under date of February 1, 1894, hence the applicant is not the sole operator in this field.

The last application was finally rejected by the special examiner on March 19th, 1898, on the ground of the counter claims above stated. Four days later the claim was taken before the Board of

Appeals and allowed, because, forsooth, the process referred to has been instrumental in very much reducing the mortality from diphtheria. Now it remains for the Supreme Court to decide whether this is sufficient ground for a patent.

The matter is one in which every American citizen should be profoundly interested. The manner in which domestic medical journals have already taken up the subject editorially shows in what general esteem diphtheria antitoxin is held by the medical profession.

In his native country Behring could not possibly receive a patent, and the fact that he was allowed such a grant in the United States is a lasting reproach upon our patent laws, or their interpretation. Had the domestic product proven inferior in a single particular to the Berlin product there would seem to be a semblance of an excuse for the least encouragement of this inhumane monopoly. But such is not the case; indeed is the reverse. American producers have taken the initiative in every improvement that has yet been made in antitoxic serum. Concentrated and standardized serums originated in Philadelphia and are now known the world over. Only within the last twelve or fifteen months have they been on the list of Berlin antitoxins. Again the foreign product has never yet compared favourably with the domestic in clinical results, doubtless because of the facts already stated.

Bearing these facts in mind the gross injustice of any act which closes American laboratories in order to give an inferior imported product an exclusive monopoly becomes strikingly apparent.

A GOOD STORY.

A good story is told of a Birmingham lady, who recently took her daughter to a local physician for advice. According to the *Medicinal Times* the girl was suffering from what is known as "general lowness." There did not appear to be much the matter with her, but she was pale and listless, and did not care about eating or doing anything. The doctor after due investigation prescribed for her a glass of claret three times a day with her meals. The mother, who was somewhat deaf, but apparently heard all he said, bore off her daughter determined to carry out the doctor's orders to the very letter. In ten days they came back again; the daughter looking a very different creature; she was rosy-cheeked, smiling, and the picture of health. The doctor congratulated himself on the keen insight displayed in his diagnosis, but was somewhat disconcerted when he learned that, owing to the mother's deafness, his instructions had been mistaken for carrots, which the girl had obediently eaten "three times a day."—*Pharm. Journal.*

**THE FORTY-SIXTH ANNUAL MEETING OF
THE AMERICAN PHARMACEU-
TICAL ASSOCIATION.**

BY OUR SPECIAL CORRESPONDENT.

Baltimore, the city in which the meeting was held, is one of the largest cities in the United States, has the second largest export trade, and is renowned for the hospitality of its citizens. Judging from the way in which the visitors were treated, the reputation is certainly well earned.

Lehman's Hall, where the meetings were held, was tastefully decorated with flags, palms and other plants. The front of the stage was a mass of plants, while over it in the centre hung a large Union Jack flanked by two American flags. En passant it may be remarked that a most noticeable feature was the feeling of recognition of England's good services in the late war.

Promptly at 3 p. m., Aug. 29, President Whitney opened the meeting. Mayor Malster delivered the address of welcome, which was replied to by Mr. Shepherd, for the East; Dr. G. F. Payne of Atlanta, Ga., for the South; and Mr. Mittlebach of St. Louis, for the West. Mr. Morrison, of Montreal, was to have replied on behalf of the North, but as he had not yet arrived, Prof. Remington, of Philadelphia, was called upon, and replied in his usual felicitous style, creating great enthusiasm when he said that since Dewey's victory there was no longer any North, South, East or West in the United States, that all were Americans and all for America.

At the conclusion of the speeches the President allowed the members a recess, after which Vice-President Bartells took the chair, and the President read his address. He first referred to the great benefit received by the members of the Association, not only from a scientific standpoint, but also socially, bringing them together, making new acquaintances and renewing old ones. He then referred to the work of the sections, and expressed the wish that more interest be shown in the commercial section. The rest of the address, which is a very lengthy and able document, was devoted to consideration of the questions of Liquor in Drug Stores, Boards of Pharmacy, the Rebate Plan, etc.

The address was referred to a committee, composed of W. S. Thompson, of Washington; S. A. D. Sheppard, of Boston, and Dr. H. M. Whelpley, of St. Louis. The next work was the appointment of the nominating committee, composed of two representatives from each state and province, Quebec being the only Canadian one represented, J. E. Morrison and Dr. T. D. Reid being the representatives.

The President appointed the following as a committee on time and place of next meeting: J. P.

Remington, T. A. Miller of Richmond, Va.; Dr. A. R. S. Dohme, of Baltimore; J. F. Patton, of York, Pa., & J. F. Guerin, of Worcester, Mass. Niagara Falls, Put-in-Bay, Ohio, Cincinnati, and Mexico, were the places which had sent in applications for the next meeting. The committee reported in favor of Put-in-Bay, Ohio. The date, Sept. 4th, 1898.

SECOND GENERAL SESSION.

The meeting was called to order at 10.10 on Tuesday morning. The reading of the minutes, on motion, was dispensed with.

G. W. Kennedy, secretary of the council, read the report of the Finance Committee. The committee on nominations reported through W. J. M. Gordon the following officers for the coming year: President, Chas. E. Dohme, Baltimore; 1st vice-president, G. F. Payne, Atlanta, Ga; 2nd vice-president, J. H. Beal, Scio, Ohio; 3rd vice-president, Miss Josie A. Wanous, Minneapolis, Min.; treasurer, S. A. D. Sheppard, Boston; secretary, Chas. Caspari, Jr., Baltimore; reporter on the progress of Pharmacy, C. Lewis Diehl, Louisville, Ky.; members of the council for three years, W. S. Thompson, Washington, D.C.; C. A. Rappelye, Hartford, Conn.; H. M. Whitney, Boston, Mass.; and to fill two vacancies caused by resignation, Jno. Ingalls, Macon, Ga, and T. F. Main, New York.

The report of the treasurer showed a balance of \$3,198.31 on hand, and membership fees due, \$4,425.

The report of G. W. Kennedy, Secretary of the Committee on Membership, showed a membership of 1415. During the year the youngest and the oldest members, namely Walter Sellers, apothecary of the "Maine," and A. B. Taylor, of Philadelphia, had died.

Dr. F. E. Stewart, chairman of the committee on National Legislation, then read his report. This report, after touching on the subjects of "Tax-free Alcohol," "The pure food and drug congress held at Washington," "The Stamp Act War Tax," dealt extensively with the efforts of "Secret Nostrum" trade to create and maintain monopolies through the patent and trade mark Laws. The report commented favorably on the decision of the courts "that where an article became known to the public through a specific name, even though the name was 'coined' by the originator or inventor, such name at the expiration of the patent became the property of the public to be used by any person who chose to mark the article, the trademark design only remaining in possession of the original owner.

Mr. Main presented a minority report. He disagreed with the majority with regard to trademarked names, which he held should be the exclusive property of the firm who originated the name. Both reports were then put before the house for dis-

cussion, Dr. Eccles, Jos. Helfman, W.C. Alpers and others taking part. Both reports were finally referred to a committee.

Mr. Alpers reported for the committee on 1900 meeting. The committee was in favor of holding the meeting at New York or some near by resort, and then making the trip to Paris. No rates have been secured for the latter part of the programme. The other committees reported and the meeting adjourned.

FIRST SESSION OF THE COMMERCIAL SECTION.

Mr. Jacobs called the commercial section to order at 8.40 on Tuesday evening, and having called Mr. Whitney to the chair, read his address, which contained a number of valuable suggestions and showed that the chairman had been attending to his duties with his usual energy and push. Among others was a report on the drug trade of the world, consisting of consular reports obtained by the Department of State, printed, bound, and sent to Baltimore at the expense of the Government, and distributed at the meeting of the commercial section. This was all done by the influence of Mr Jacobs, and the work, which is a most valuable one, amply justifies the election and re-election of Mr. Jacobs as chairman of the section. A number of papers were read dealing with the commercial aspects of pharmacy, some of which we publish elsewhere in this issue.

FIRST SESSION OF THE SCIENTIFIC SECTION.

The address of Prof. Kremers, the chairman of this section, was, as expected, a scholarly paper, in which he reviewed the present condition of our knowledge of volatile oils, on which subject he is the acknowledged American authority.

The committee on Revision of the U.S.P. presented its report through Mr. Eliel. The following are the principal recommendations.

Lin. Saponis. This should be made from dried soap shavings, as the commercial powdered soap is not as a rule made from pure oil soap.

Chlorinated Lime. The present standard is too high, and should be reduced to 30 per cent.

Digitalis. It is recommended that this drug be examined by the Research Committee, they to report a process of assay based on Keller's work, they also to separate the active principles, digitalin, digitonin, and digitoxin, and determine the relative physiological activity of these bodies.

Aloes. Socotrine Aloes should be superceded by Curacao Aloes, which contains a much larger percentage of aloin. An aloin standard should be set up.

Sodium Sulphate. The dried salt is more uniform and stable, therefore should be employed instead of the crystallized salt.

Tincture ferric chloride. This should be kept for

twelve months before using, instead of three as now ordered.

The committee also reported in favor of the establishment of a Research Laboratory at Washington.

The report was referred to a committee consisting of Prof. Remington, V. Coblentz and H. Kraemer.

J. U. Lloyd read a paper on "Standards for Black and White Mustard Seeds," in which he gave a method for the detection of starch, which is frequently present in the commercial ground mustard.

The next paper was one by H. V. Arny on "Aromatic Waters," in which he described a number of experiments on the subject, using the processes of the U.S.P., 1880 and 1890. He found that the former yielded more satisfactory and stable products.

Joseph Feil read a paper on "Time Limits in the U.S.P.," in which he recommended that the Pharmacopœia should place a time limit on certain preparations beyond which their use should be prohibited.

J. U. Lloyd spoke in a very flattering manner of the work of Henry Trimble, of the Philadelphia College, whose death had occurred on the 24th, and suggested that the Section should express its sympathy towards his widow. C. A. Mayo, H. V. Arny, Prof. Remington and others spoke in a similar strain, and it was resolved that the suggestion of Prof. Lloyd be acted upon.

At the second session the first paper read was one by H. H. Rusby entitled, "Generic Names of Plants, Especially those of the U.S.P.," in which he recommended the adoption of the work of Engler & Prantl on nomenclature instead of that of Bentham & Hooker.

This was followed by a paper on similar lines by Dr. A. B. Lyons.

"The Examination of Powdered Drugs," by Henry Kraemer, was listened to with great attention. The plan which he outlined was a most ingenious one, and the large collection of specimens which he showed proved of great interest.

The next papers were "Cathartic Acid in Rhubarb," by A. B. Stevens; "The Bitter Principles of Cascara Sagrada," by A. R. L. Dohme, to be continued; "The alkaloidal Constituents of Taraxacum;" "Go-go, a Drug from the Phillipine Islands," by E. H. Gane.

H. P. Hynson demonstrated his method of differentiating the coal tar products. His process consists of making a 2 per cent. solution of the product in 95 per cent. alcohol; a few cubic centimeters of the solution are then poured into a small porcelain dish, the alcohol burned off and the body identified by the crystalline form of the residue. No two

products yield the same form, although samples of the same body always give the same results

Prof. Remington, reporting for the committee which had been named to consider the report on the revision of the Pharmacopœia, said he saw no reason for the establishment of the proposed Research Laboratory, that it would cost much more money than the Association could afford to spend, and that the research work was now being done very satisfactorily by the committee working under Dr. Chas. Rice.

The following papers were read by title, "Standardization of Volumetric Acids and Alkalies," by W. C. Puckner; "Decomposition of Iodoform by Light," by E. W. Kooke; "Bezoars and Bezoards," by E. H. Gane; "Specific Gravity of Solutions of Citric Acid," by A. B. Lyons; "Calcium Phosphate," by Joseph Feil.

The new officers of the section are, H. H. Rusby, chairman; H. V. Army, secretary; and W. L. Scoville, associate member.

FIRST SESSION OF THE SECTION ON EDUCATION AND LEGISLATION.

In the absence of the secretary, Mr. Webster, of Minneapolis, A. B. Stevens, of Ann Arbor, was appointed to fill the position pro-tem.

Prof. Beal then read his address, which was quite lengthy. In it he reviewed the condition of pharmaceutical education and legislation in a very able manner, which brought out a lengthy discussion on the question of pharmacy laws. "The Metric System in Medical Colleges," by Dr. Whelpley, who had found that out of 67 colleges written to 51 replied that they taught the metric system; 43 out of the 51 made a familiarity with the metric system a requisite to graduation.

Dr. Eccles read a paper on "The New Pharmacology," after which the section adjourned.

At succeeding meetings of the section a large number of papers were read and discussed. Principal amongst them were "The nomenclature of Modern Synthetics" by V. Coblenz; "Leadership of the Pharmacopœia," by W. L. Scoville; "Some Elements of Pharmaceutical Teaching," by Dr. T. J. Reed; "Accessory Pharmaceutical Education," by E. H. Bartley; "Secretory Analysis and Bacteriological Examinations," by A. R. L. Dohme.

The new officers are A. B. Lyons of Detroit, chairman; and Clement C. Lowe, of Philadelphia, secretary.

The last general session was devoted principally to the reading of the report of Prof. Remington as delegate to the last International Pharmaceutical Congress. After the usual votes of thanks to the local secretary, the Baltimore druggists, and the wholesale houses, the new officers were duly installed

and the meeting adjourned to meet at Put-in-Bay in September, '99.

NOTES OF THE MEETINGS.

Oh, but it was hot! We simply sizzled, while the mercury was trying to climb out of the top of the tube. Of course, Baltimore people could not help it, but we got the warmest kind of a welcome in every way.

Palm leaf fans, claret punch, lemonade and various iced drinks, some in bottles with labels indicating the place of manufacture as St. Louis, Milwaukee, or Rochester, were in unlimited supply, and the demand was almost equal to the supply.

The Canadians showed up well at the meetings. Besides Mr. and Mrs. J. E. Morrison of Montreal, and Henry Willis of Quebec, who are pretty constant attendants at the conventions, Dr. Reed of Montreal, W. Karn of Woodstock, and J. H. Mackenzie of Toronto were present. This is the first meeting for Messrs. Karn and Mackenzie, but we doubt if it will be the last. In spite of the heat they had a good time, just the same as we always have at the annual meetings, only a little more so.

In our travels around the country attending the annual conventions of the A. Ph. A. for years past, we had a notion of what American hospitality is like, but we must say that they have the best quality of it in Baltimore. In no city we have visited have we been so royally treated as in the "Monumental City." All the entertainments offered the visitors from the reception on Monday evening to the car drive on Friday evening left nothing to be desired. The boat trip to Annapolis was particularly enjoyable, as it was such a change from the intense heat prevailing in the city. The return trip in the evening with a clear, full moon shining on the broad waters of Chesapeake Bay and the Patapsco River, the cheerful company, the entrancing strains of delightful music, the merry sounds of laughter and song, will always linger in our memory as an oasis in the dreary waste of the pharmacist's wrestle with the daily problems of life.

An item which was not on the programme was a view of the famous Admiral Cervera, while at Annapolis. The admiral is, or rather was, the lion of Annapolis, and as soon as he was sighted was surrounded by a cheering, admiring group of pharmacists eager to shake his hand and show their esteem for his chivalrous treatment of Hobson.

No one would take the Admiral for a Spaniard; He looks more like an old English country gentleman, with his fine stalwart figure, and grey beard. His son, Lieut Cervera, though, is unmistakably a Spaniard, small, wiry, with dark hair and beard. One of the distinguished professors present, in fact,

the most distinguished, was telling a group of friends how he had shaken Cervera's hand, when one of the Canadians present said: "Professor, you ought to put that hand in a glass case and label it, 'The hand that shook Cervera's,' and hand it down to your children." The professor smiled; he has better use for that hand.

Put-in-Bay, the place of next meeting, is said to be a most delightful spot. It is situated on Lake Erie, in a line from Point Pelee, Ont., and may easily be reached by boat from Detroit, or Buffalo. We hope to see a large Canadian contingent present next year, and we are sure that if Canadian pharmacists only knew how welcome they are at the meetings, and what a good time they would have, more of them would attend. So just make an entry of the date, Sept 4, 1899, and make your arrangements to take a week's vacation at Put-in-Bay, Ohio.

Mr Muldredth.—"Do you believe, Miss Burbeck, that there is any such thing as luck?"

Miss Burbeck.—"Certainly. Papa had nothing to call him out this evening, and yet he went away just before you came."

Selected Papers.

HOW TO CONDUCT A SUCCESSFUL DRUG BUSINESS.

BY FRED. R. DIMMITT, KANSAS CITY.

There are five cardinal principles to be observed in carrying out the above:—

First. It is necessary that you use good judgment and care in selecting a location. Try to locate among a thrifty class of people, with whom there is a common link between you and them. No one can ever make a very great success if located in a neighborhood where he knows and feels the people are, as a class, his inferiors. And this applies to the druggist who starts in a locality where the surroundings are composed of those who feel and act that they are his superiors.

Second. It is necessary to own your own shop without any debts or mortgages, for but few stores ever succeeded that have, from start to the finish, heavy debts and mortgages hanging over them.

Select your stock with great care, buying just such

Paper read at the Missouri Pharm Ass'n.

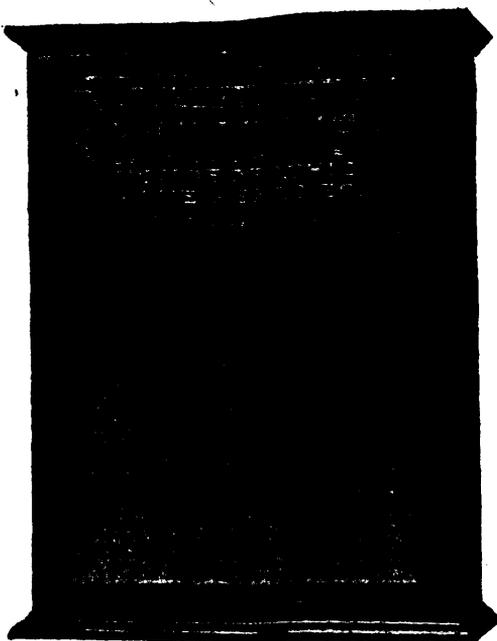
MUNYON'S

HOMOEOPATHIC

HOME REMEDIES.

OUR HANDSOME CABINET.

Retail at 25c., 50c. and \$1 Per Bottle.



SIZE 16 x 24 INCHES.

Known the World Over.

57 CURES IN ALL.

Over a Million Dollars spent in Advertising Last Year.

The remarkable number of cures made through Munyon's Remedies, supplemented by live advertising, keep them constantly in demand, and make them the EASIEST and QUICKEST sellers on the market.

Suitable advertising matter furnished to all Druggists who handle Munyon's Remedies, and everything which money, energy, and brains, can do, to assist their sale.

You can make your own Selection of Remedies, or leave it to our judgment.

MUNYON'S REMEDIES

call a great many people into the retail drug store, and not only sell themselves, but are also the means of making other sales.

YOU WANT THEM! If your wholesale druggist cannot furnish you, send direct to MUNYON'S HOMOEOPATHIC HOME REMEDY COMPANY, 11-13 Albert Street, Toronto.

goods as you think will suit your locality, and buy in small quantities at the start, until you, later on, find out what your demands may be, and can put it in your supply accordingly. Try in starting to pay cash for all you buy, and get all the discounts. Year by year this will grow on you to such an extent that it will become a part of your being, and you will make many dollars by it.

Third. Remember that it is very important that your shop be kept strictly clean from one end to the other. See that your shop bottles are wiped with a cloth, and thoroughly dusted every day, and your "patents" well dusted, at least, once a week. Your bottles should be placed on the shelves both systematically and alphabetically, your balsams together, as also your bitters, cordials, cures, elixirs, hair tonics, liniments, etc., and your tinctures, syrups, etc., alphabetically arranged, so that if you at any time wish to find anything in the store in the dark, you can at once put your hand on it. Remember that nothing you can do will make a better impression on your customers than perfect cleanliness in your store and perfect system in everything.

Fourth. The relation you should bear to your customers and how you should treat them.

In the first place, you should treat them with extreme courtesy, from the smallest boy that comes in

to the oldest man. Make them feel perfectly at home and that you are anxious to please them. If you fail to have what your customer calls for, say you are sorry, and that, if possible, you will have it at a certain hour, or send it to their home. If they call for a postage stamp give it to them as though you were making a drug profit on it; or if they ask to use your telephone, grant their request in a pleasant manner.

Make it an iron rule never to discuss politics or religion with any one in your shop.

Fifth. The relation between the druggist and the doctor.

The druggist should treat every physician as he would any other upright, honorable man. He should show him that he is pleased to have all the business he can legitimately throw in his way. The druggist, under no circumstances, should ever pay the physician any per cent on his prescriptions. He should charge the doctor cost only for what he purchases, and should pay the physician for waiting on his family.

Be sure of one thing: never, under any circumstances, allow substitution in your establishment. Fill prescriptions just as written, and fully impress it upon the doctor that the above is an iron-clad rule, and he and the people at large will fully appreciate

CAUTION!



“Montserrat”

(TRADE MARK)

Lime Fruit Juice and Cordials.

The success of the above has caused many IMITATIONS to spring up, many of them UTTERLY WORTHLESS Concoctions. It is, therefore, of the utmost importance to Traders as well as the Public to see that the mark of the MONTSERRAT CO. (Limited), and the SOLE CONSIGNEES, are on the capsule of each Bottle. The word "Montserrat" is also duly registered as a trade mark. Legal proceedings will be instituted against all persons infringing the Trade Mark as above named.

SOLE CONSIGNEES:

EVANS & SONS, Limited,

Wholesale Druggists and Manufacturing Pharmaceutical Chemists,
MONTREAL and TORONTO, Canada, BOSTON, Mass.

EVANS SONS & CO., Liverpool, Eng. EVANS, LESCHER & WEBB, London, Eng.

that you are an honorable, upright, conscientious druggist.

In a few remarks I would like to impress upon the druggist never to advertise one article and insist upon selling a customer another. Never sell Mr. Browning a bottle of Smith's balsam at sixty-five cents, and when Mr. Jenning comes in charge him only fifty-five or sixty cents for it. As far as possible have a uniform price to all. Do strictly cash business if you can. Goods sold on time often make enemies; but cash customers continue your friends, if given pleasant treatment.

Treat your clerks gentlemanly and humanely. Pay them all the salary your business will afford, and pay them according to their ability and integrity. Try to gain their confidence and respect.

The druggist should be gentlemanly and courteous to all traveling salesmen, for thereby they sometimes "entertain angels unawares." No business man ever loses by complying with the above, for the great majority of business to-day is transacted between this wonderful host of "Gentlemen of the Grip" and the buyers and sellers. A good traveling man will take but little of your time, and if he is well-posted you will get value received in what you learn from him.

The druggist must advertise to the extent of his ability, and there is an art in advertising nowadays. He must subscribe for one or more of the best drug and scientific journals, and always have the latest and most reliable price list at hand. He must be thoroughly posted in prices of all goods in his line.

And in conclusion, my brethren, allow me to beg you, never become a crank. It makes no difference how long you have been in business, or how old you may be; it matters not whether you work more hours and get less compensation than any other class of business men; or that you have sold millions of postage stamps and received no profit or thanks for sales; it is immaterial whether ninety-nine out of every hundred that use your telephone fail to say "thanks;" it matters not if you are called to the front of your store thousands of times just to hear "I wish to see your directory;" all of these are naught, and I still beg of you not to become a Crank, with a capital "C," for a cranky druggist is the most cranky person on earth. Always smile, always be happy, and conform to the above suggestions, and you will live and die the proprietor of a "Successful Retail Drug Store."

"They've raked in a pretty tough looking lot this morning, haven't they?" said the stranger to the reporter in a police-court.

"You're looking at the wrong lot," answered the reporter. "Those are not the prisoners; those are the lawyers."

CHANGES IN THE DRUG BUSINESS.

JOS. JACOBS.

On the 4th day of January, 1898, I mailed a copy of the following circular letter to six hundred druggists, mainly members of the Association, but some to druggists in retirement who are not members:

"Dear Sir: It has occurred to me that it might be interesting and profitable for us to look back over our experiences of the past one, two or three decades in the drug trade, and see what changes in methods have occurred, and, by comparison of ideas, we may discover some abandoned practices that were good and profitable and which might again be used by ourselves and others in the retail business. To the end of preparing a paper to be read at the Baltimore meeting, based on such data, I beg that you will aid me by writing out your experiences in this connection and sending to me at your earliest convenience.

"With a view to suggesting such matters as it might seem could be profitably considered in the preparation of such a paper, I append the following:

"1. What changes in the method of conducting the drug business have occurred since you began business?

"2. In each change noted, state the time made in your locality, the reason the same was made, and your criticism of the new method.

"3. Give criticism of the comparative cost and trouble and expense of the old and new methods, and statement of the relative profit or loss in the same.

"4. Give as minute description as possible of the differences in the character of merchandise sold by druggists, say, ten, twenty or thirty years ago, and during the intervening periods.

"5. In stating the reasons for the changes in your locality, state any local conditions that may have been, at the time, the cause of the change.

"6. State anything further in this connection you may deem of interest."

In response to these requests, I received replies from less than ten per cent. of the druggists to whom they were made, and a few unfulfilled promises to reply.

I present a summary of these replies, with occasional extracts from them:

Philadelphia, in the 40's, with one-fourth its present population, had four times as many wholesale drug houses as it has to-day, though one of its present firms does as much in sales as a half dozen did in those days. The great change toward concentration in that locality occurred in the 60's, when every

Paper read at the Meeting of the A. Ph. A., Baltimore, 1898.

wholesale house, with perhaps one or two exception, began to send out traveling salesmen. Previous to this time it was customary for buyers to make semi-annual trips to the great eastern centres and personally inspect the markets. The system of drummers had been in use in other branches of trade, and some of these branches were encroaching on the drug lines; so, very naturally, the druggist followed.

Another change was in the administrative department, which occurred in the latter part of the 60's. Previously the apprentice system prevailed in almost all occupations, and continued in the drug trade long after it was given up in the others. Not that there were any formal indentures, but there was usually a verbal agreement to remain four years, which was almost universally kept. During our civil war, the young men became restless, and so, after two years, boys from the country were relied on—boys who wished one or two years of experience and then to take a course at the college.

Rents, labor and everything were cheaper in the 40's and 50's than afterwards: but the troubles of the pharmacist were not then lessened by telegraphic, stenographic and telephone facilities. An estimate of the cost of doing business at this period gives it at three to five per centum on what would now be considered a small volume, and the gross profits ranged anywhere from thirty to forty-five per centum. There are as many as five articles kept in stock now for one kept then. The larger proportion of these is comprised of proprietary articles. In the forties there were not exceeding one hundred current patent medicines, while to-day they are estimated by some as high as five thousand.

In those days the cross-road-store wants were amply supplied with the old English remedies such as Godfrey's Cordial, Bateman Drops, Turlington Balsam, Dewees' Carminative, etc., which seemed to cover all the ills of humanity, and which every druggist made and put up for himself. The literary matter on the wrappers was as bold and empiric as that of to-day. The general sales were of the crude drugs and standard chemicals.

What is true of Philadelphia in these respects is true of the other great centres of distribution.

During 1860-1870 nearly every large drug house established a laboratory, and put on the market a line of specialties of its own.

In the dispensing trade, the old-time soda fountain occupied a very modest corner, instead of often being a main feature as now. The retailer who first introduced cigars in the community was considered a great innovator. In those days the government had not availed itself of the druggist's services in distributing postage stamps, nor had the druggist invaded the provinces of the confectioner, the grocer, the silver-ware man and the fancy-goods dealer. On

the other hand, the department store and cutter had not made inroads on the druggist. Powdered drugs were avoided for fear of adulteration. In nearly every store could be seen the hard-worked apprentice making up Cook's pills, compound cathartic pills, mercurial ointment, and attending to the stone jars in which tinctures were made by maceration.

Among the patent medicines sold in the 50's may be enumerated, pain killer, mustang liniment, Ayer's, Jayne's and Loudon's family remedies, Townsend's sarsaparilla, Wistar's balsam of wild cherry, Winslow's soothing syrup.

S. P. Townsend was the first patent medicine man perhaps who pursued a course of general advertising in this country. These medicines were left on commission, and once or twice a year agents came through the country to take stock, collect for goods sold, and leave new supplies.

Prescriptions were few and far between, most of the physicians having offices in which they carried a stock of medicines and had their students prepare their prescriptions. Now and then there came a demand for some old remedial agent like Theriac, reminding of the time of Hildegard. The doctors of those days frequently prescribed infusions and decoctions, and these generally to be sent out in large bottles, giving the opportunity for a good profit. Calomel was generally prescribed in doses of from 20 to 30 grains, but quinine scarcely ever in larger doses than two grains.

The principal wants of the physicians were calomel, aromatic sulphuric acid, rhubarb, jalap, ipecac, quinine, but not much of the latter, as they all generally used cinchona bark (both red and yellow), gentian, colombo, quassia and aloes, and some anti-monial wine. These seemed to be nearly the extent of their materia medica in many localities. Of course there were some educated men and some pharmacists in those days, but most of those engaged in the drug trade were mere merchants. There were very few stores outside of the cities and large towns, and these were always connected with the sale of some other class of goods. One of my correspondents says that he can now look back with amusement in remembering how the physician connected with his father's store would prescribe for some ailment of a visitor, then proceed to measure out a quart of pegs for a shoemaker, and promptly turn to wrap up a pound of mackerel for another buyer. In all this, he says, the profits were very small, and no man could live on his drug trade alone, when whisky sold at 6¼ cents a quart, and tinctures at 3 cents an ounce. It must be remembered that alcohol could then be bought at 50 cents a gallon, while now the revenue tax is over \$2.

Before the aniline dyes were discovered, the druggist sold a great many dye stuffs, such as indigo,

33 $\frac{1}{3}$ per cent. is the

TRADE DISCOUNT

—OF THE—

SUNDRIES DEPARTMENT.

The J. STEVENS & SON Co.,

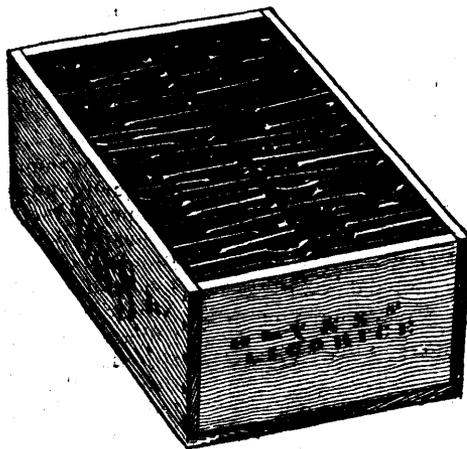
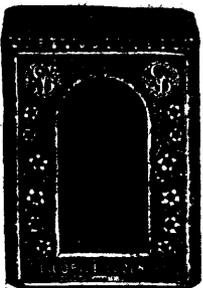
LIMITED,

145 Wellington St., West, Toronto.

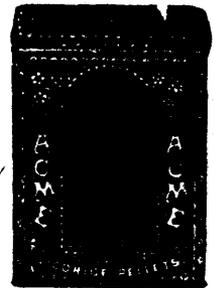
We very frequently receive orders for goods listed
in our New Catalogue at the LIST PRICES.

Druggists who are not regular customers will
please note the above **TRADE DISCOUNT.**

Y. & S.



Y. & S.



Y. & S. STICK LICORICE, 4s, 6s, 8s, 12s and 16s to lb. Put up in 5 lb. boxes; also packed in bulk, cases of 25, 50, and 125 lbs. net.

ACME LICORICE PELLETS, in 5 lb. tins; also put up in 5c. packages, 40 packages to the box.

Y. & S. LOZENGES, in 5 lb. tins; also put up in glass-front paper boxes, and in plain closed paper boxes.

All of our preparations are extracted from the choicest Spanish Root and manufactured with the utmost care and uniformity. To be had by the retail trade at all the wholesale drug houses in the Dominion of Canada.

YOUNG & SMYLLIE,

Established 1845.

Brooklyn, N.Y.

logwood, fustic, camwood and madder.

About 1865, as well as during the war, the physicians had begun the practice, more generally, of writing prescriptions, and hence there was required a greater variety of drugs and very much larger stocks than formerly, and there was thus required greater knowledge and skill on the part of the druggist. The profits on prescriptions were limited only by conscience. Special stamp tax had more than doubled the price of alcohol and an equal increase in the cost of nearly every other ingredient entering into prescriptions, as well as increase in the value of labor, caused higher prices to obtain. Drugs and medicines were easily ordered by mail, but the selection of druggists' sundries and toilet articles had to be largely done by personal visits to market. Goods were bought generally in much larger quantities than now, the intention being to provide a year's stock; and New York and Philadelphia were the markets where such purchases were principally made, while now many other points are in competition. The traveling salesman called with his sample cases so frequently that mail orders were less often sent, and the transportation facilities were so full that the amount of stock to be carried was much less than in former years.

The officinal tinctures were then standard medicines, all made from the crude drugs, the process being by maceration; but a little later Tilden & Co. came into the market with fluid extracts.

One effect of these changes has been to lessen the labor of the pharmacist. Thirty minutes were often spent on a batch of pills which are now counted from a stock bottle and dispensed in a few moments.

The sugar-coated pill and the elixir were the beginning of elegant pharmacy. These were crude and imperfect at first, but have each year improved. Concentrated medicines have made doses of certain size, but the retail pharmacist has suffered greatly from the fact that much labor that was required of him, and well paid for, is now done in the large pharmaceutical laboratories.

I have the following from a small Missouri town: "There is very little if any change in conducting the business since I began, 18 years ago, at this place. Sales are somewhat smaller and profits cut down. Then, we occasionally sold a little job lot to country physicians; now we do not, wholesalers look up that trade. Eighteen years ago, I had a fine trade in combs, brushes, etc.; now the department stores get it. Coal oil and lubricating oil were at that time profitable articles for me; now I don't handle them at all. Our drug stores then supplied the painters with all their supplies; now we furnish a very small part. Our physicians have stopped buying their supplies from us; the tablet makers have captured them 'soul and body.' Even the

grocers are handling sulphur, copperas, alum, rosin and other heavy goods of ours." From 1880 to 1890 there was a change in the methods of the physician from being strictly a prescriber to becoming a partial dispenser. The development of more rapid means of communication between the business centres and the suburban districts has had an effect in contracting the volume of trade, and also in reducing the profits which naturally followed, owing to sharper competition by rival houses.

Every one who replied to the circular agreed that our pharmacists have made a mistake in relying too much on the manufacturers. The back room of the old-time store had much to be commended, as it gave to apprentices a practical as well as theoretical knowledge of compounds and manipulations, and was a source of good profit to the proprietor. Many have awakened to this fact, and, instead of dividing profits with the manufacturers, are making their own general preparations and their own proprietary compounds.

The average profits, as far as indicated, were, during the 60's, 40 per cent.; the 70's, 33 per cent.; the 80's, 30 per cent. At the present time, the expenses are agreed to be as great on a much larger volume, while the profits have been outdone from 5 to 10 per cent.

To show the difference in the price of crude drugs, 1866-1898, I append an invoice that was rendered by Burdham & Van Schaack, Jan. 23th, 1866, to E. M. Bray, of Joliet, Ill. The amount of the bill was \$235.85, which at present market prices would be \$157.92, a saving of over 50 per cent.:

	1866.	1898.
Oil of origanum, pure.....	\$1.20 lb.	\$0.30
Burgundy pitch.....	.30 lb.	.06
Common glue.....	.18 lb.	.09
Venice turpentine.....	.50 lb.	.22
Bromide of potash.....	1.00 oz.	.03
Iodide of potash.....	4.75 oz.	.15
Arnica flowers (bright)40 lb.	.11
Chloride lime.....	.09 lb.	.03
Grocers' cream tartar....	.28 lb.	.16
Croton oil.....	18.00 lb.	1.30
Iodide sulphur.....	.75 oz.	.30
Fluid extract stillingia....	4.86 lb.	.86
“ “ valerian.....	1.60 lb.	.79
“ “ buchu.....	2.40 lb.	1.13
“ “ cubeb.....	2.60 lb.	1.58
Gum camphor.....	1.30 lb.	.38
Gum opium.....	9.00 lb.	2.90
Acetate morphia.....	8.00 oz.	2.15

Commenting on the changes in our business, and making deductions therefrom, the following are the main ideas expressed: "The changes in the methods of conducting the drug business are principally the decline of the prescription department, the introduction of the tablet triturate, the manufacture of physicians' private recipes by the large manufacturing establishments, the preference of

many physicians for the ready-made compounds, and the absorption by the department stores of the line of goods generally known as toilet, fancy, and sundries." I quote a large retailer during this period: "From 1880 to 1890, the physicians gradually changed from prescribers to partial dispensers. Besides this, the public began to fail to appreciate the character and quality of goods, in connection with the price, and hence the pharmacist with a select and reliable line could not compete with the cheaper line offered by his cut-price competitor." "The loss in this class of trade has been partially offset by the endeavor to increase the sale of our own compounds, of our own toilet necessaries, as well as pharmaceutical preparations. In some cases the result has been satisfactory, as a better profit has been realized on a less investment of capital."

In regard to local conditions, the reasons are summed up as follows: Rapid communication between business centres, productive of civilization; the influence of the department stores, aided by the drug price-cutter and the apathy of the pharmacist in not rising to meet the emergencies.

To overcome these conditions many replies suggest that an effort be made to establish closer and more confidential relations with the physicians, endeavors to secure the confidence of the public by proving goods of your own manufacture to be reliable and meritorious, and by showing that the interest of the community is that of the pharmacists, and that they are prepared to advance that interest morally, professionally, and in all material affairs.

One of my contributors to this paper thinks that a better class of men are engaged to-day in the drug business than ever before. He says that our pharmaceutical colleges are turning out men better qualified than ever, that men in the drug business are more progressive, men of wider range of general information than nearly any other line of business, yet he deplors that their education and learning is only a satisfaction to themselves, is hardly needed in the business, and very poorly rewarded.

Another thinks there are too many drug stores, and cites the case of Chicago with 946 regularly opened establishments. This large number he thinks is partly due to the fierce competition among wholesale establishments to enlarge trade, and suggests that the number could be materially reduced if the board of pharmacy would be more exacting in their requirements.

Another notes that the differences between the time of the advent of the "cutter" and after it, are not so well marked. He says that before the cutter's time we had no immense retail pharmacies selling broken packages at wholesale prices, except to the retailer. Now they are planted in nearly every large city. Before, the retailer could make a living

PERFECT

EMULSION OF COD LIVER OIL

WITH HYPOPHOSPHITES OF LIME AND SODA

CONTAINING THE TONIC AND NUTRITIVE PROPERTIES OF THESE POPULAR REMEDIES IN THEIR FULLEST FORM.

PLEASANT TO THE TASTE AND IS EASILY DIGESTED

A RELIABLE REMEDY FOR COUGHS, COLDS AND GENERAL DEBILITY

Toronto Pharmacal Co.
LIMITED
TORONTO

Fac-simile of our new WRAPPER. Size of bottle, eight ounce emulsion panel. This emulsion will stand freezing, thawing and boiling without separating.

Our price \$2 per doz. ; \$21 per gross. Name on 3 dozen free of charge.

on a stock of \$3,000, and cash sales of \$10 a day. Now, it is impossible to do this, and adhere to the drug business proper. This revolution, he says, has been brought about by the trade activity. Wide awake business pharmacists discovered the way of snatching trade, and took advantage of business opportunities in what the world calls a business-like way, which means with shrewdness. This business sagacity on the part of a few has, invaded the ranks of the *professional pharmacy*. He concludes by saying that, unfortunately for them, there has not been discovered any financial self-protection against this apparently cruel invasion.

As to changes in the drug business, most of the replies noted that those changes corresponded with those that have occurred in nearly every line of trade. Human progress means changing conditions that are of a permanent nature, are usually gradual, and so many circumstances conspire to bring them about that it is almost impossible to fix the exact time or name the controlling final cause. It is like trying to fix the changing seasons, or to note the gradual expansion of plant growth.

The percentage of cost of conducting a business is influenced in an exact ratio to the extent of the expansion or contraction of that business.

Manufacturing enterprises of late have concentrated their forces and their capital, and processes have cheapened. In this change of condition many small producers have failed, but on the other hand the products to the general consumer has been cheapened.

Competition among pharmacists and physicians, like that among all other branches of human endeavor, has resulted in our educational institutions increasing the number of their graduates beyond the most liberal needs of the people, which has resulted in a greater or less degradation of the professions to the commercial standard.

The stock in the average pharmacy of to-day, much of it, is foreign to pharmacy, while the average physician is often merely a distributing agent for some pharmaceutical manufacturer. The commercial side of pharmacy is not likely to advance the scientific side. One devotee can only hope to receive his reward in dollars and cents; the other has to be content with the praise of his benefitted fellow-men, with the chance of great riches and fame through some important world-benefitting discovery.

This is the day of the specialist. The first-class business man in the drug line will make money, and his less gifted fellow-brother will not. He who originates and makes in his own laboratory a remedy to meet every reasonable want, produces what he sells, and if he has the ability and tact to sell such articles, is bound to survive. They who have followed this policy have felt but lightly the pressure of hard times. The commercial side of pharmacy affords as good a field for merchandising as any other business, and he who has the talent for trade can develop it with as sure an expectation of reward in the drug business as the average successful man in any other branch of commerce.

THE SCHOOL OF PRACTICAL EXPERIENCE.

(Written for the Juniors)

BY E. L. PATCH, BOSTON, MASS.

Much has been said concerning the relation of practical experience to the so-called theoretical school training in preparing for a pharmaceutical career. Not a little of this seems to have been actuated by the prejudice of past methods rather than inspired by observation of present conditions and the lessons of real experience.

The demand is to place pharmacy upon the plane of a pure profession, yet the effort to give the novice the same thorough preliminary training that the lawyer, the physician and the theologian must have before entering upon their practical experience, is discredited.

To be sure experience is often lauded as the best teacher, but her worth depends upon her lessons and upon the receptivity of her pupil. She is as apt to teach lessons that were better never learned, as to teach those of practical value. Unless they are guided by correct theory, her book had better remain closed. Thousands of young men have experienced the bad effects of acquiring wrong habits of thought and action,—have even tasted the bitterness that follows the indulgence in vice or the thwarting of their advancement by yielding to a spirit of indifference and love of ease and pleasure, but how many are taught by the experience to throw off the yoke, assert their manhood, and re-win the lost field of struggle?

Is not experience the forger of habit and does not unwise experience hang to one like a ball and chain to a criminal, preventing the restoral of a shattered ideal or the creation of a new one? Is it not better to be thoroughly drilled in correct theory and a habit of observation that will enable one to avoid misleading experience and to move continuously along the way of actual service and real success? Common sense says yes, even if prejudice curls the lip.

As in life, so in pharmacy, there are many experiences at the outset that are calculated to check advance, to so dwarf and belittle the calling in the eyes of the new aspirant as to prevent his rising above the level of his surroundings. How many students have said to me, "What is the use of my learning all this, they never need or use it in the store where I am employed?"

Following this question in many cases came a drop to the low level of working for rank only, or the lower one of acquiring that which seemed practical in the narrow vision of the questioner, measured by the boundary of immediate environment; while no word of encouragement could arouse a purpose to store up principles of knowledge, to strengthen the mind and to control action on a higher plane in an unknown future. The same young men, kept from the unfortunate if not erroneous teachings of a narrow practical experience, might have been inspired to strive for the high ideal of a perfect training for an important calling, and under such impulse have acquired a discipline of mind, a steadiness of purpose, a thoroughness of manipulative skill, and a mastery of the right theory on which all legitimate and proper practice is based, that would have permanently fixed their place in the vanguard of

Paper read at the A. Ph. A., Baltimore.

their calling, sustained by their increased resourcefulness on each occasion of a new experience.

If unable to locate in pharmacy free from the blight of prejudice and an unjust public suspicion classing them as dram sellers, drink mixers, petty merchants and panderers to the depravity of snuff dippers, morphine users, cocaine victims and ether snuffers, they would not drop to the level an improper sentiment would consign them to, but would rise so far above it as to prove its falsity, or would step forward into a medical career doubly equipped for successful service.

These preliminary thoughts might be enlarged upon to practical purpose, but enough has been said to convey our that correct theory should precede correct practice, and in a rambling sort of way, we will call attention to some experiences which are, and some which are not, practical.

It is good in theory to acquire habits of industry, promptness, neatness, accuracy and politeness, and any young man having an employer who insists rigidly upon their practice, should be grateful for his good fortune.

It is *not* practical to know the little that is dangerous. Such an attitude leads the clerk to criticize the prescription, to neglect study, and to become over officious. This is illustrated by a recent experience in our city, when a young lady customer calling for a prescription containing copaiba, was insulted by the familiar remarks of the clerk. Had he more than the little knowledge that is dangerous, he would have known that copaiba is used for chronic dysen-

tery, for hemorrhoids, for chronic bronchitis and other troubles besides that one uppermost in his mind. Lacking this knowledge, his insulting insinuations to a chaste, high-minded and spirited young lady, cost him his situation, and may cost still more in the future.

It is practical to cleanse dishes and apparatus as soon as used, and not permit the formation of hard residues from the evaporation of any remaining liquid; yet how often this is neglected at the cost of much subsequent annoyance and loss of time!

It is *not* practical to place steel spatulas in the sink after using, often causing them to discolor or rust, impairing their smoothness and their strength. They should be cleansed as soon as used.

Some of these points considered of minor importance may result in large savings in the course of a long experience. As the student listens to his teachers, such suggestions may appear theoretical, but he can convert such theory into practice to great advantage. The relation of the teacher's theory to the student's practice may be illustrated.

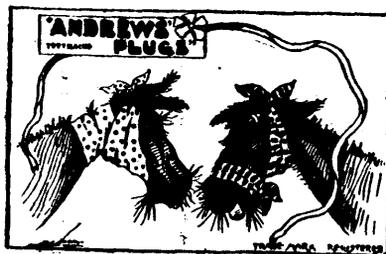
The lecturer stated that calcium chloride was a type of deliquescent bodies. The meaning of the term was given and illustrated, and a list supplied of substances belonging to this class. Later on came a classification of the materials called for in pill form, and a classification of excipients, telling what were best absorbents, what best to use as mere dilutents, and what to give proper cohesiveness and plasticity. Then came instruction in the theory of pill coating and in the practice of gelatin coating. A prescrip-



15c. a Hundred

—Gummed and printed on fine paper, in blue or black ink. We have also the same label for ordinary oil. Name and address can be printed in for 10c. extra per 200.

LEVY & CO.
DRUGGISTS' PRINTERS
19 Leader Lane, TORONTO.



**A New Thing AND
A Good Thing
IS.....
Andrews' Plugs.**

THEY STOP TOOTH ACHE
AND FILL THE TOOTH.

RETAIL 10c. A BOT.

If you have not a stock you may lose trade.

WRITE TO

Andrews' Dental Co.,
34 Yonge St.

tion is written calling for seventy-five grains of calcium chloride in sixty salol coated pills. Let me tell you its experience. Druggist number one telephones to every wholesaler in town to ascertain if they have a stock pill of $1\frac{1}{4}$ grain of calcium chloride, salol coated, made by any manufacturer. Failing to find such, he returns the prescription to the patient with the information that the article called for cannot be obtained.

Druggist number two, remembering the very deliquescent character of the calcium chloride, informs the customer that the pill will not keep if it is made. The patient, after visiting several stores and becoming about convinced that the specialist he has paid a ten dollar fee to is an ignoramus, at least so far as pharmacy is concerned, stumbles upon a theoretical college boy. As soon as he reads the prescription, the three lectures, "Deliquescence, Pill Making and Pill Coating," come to mind. To his 75 grains of calcium chloride, he adds an equal weight of powdered althæa and two-thirds of its weight of powdered acacia. If it is a damp day he will add two or three drops of water; if a dry day, ten or more. As soon as made he will impale the pills upon the needles of the coating machine, and subsequently dip them in melted salol contained in a short, straight tube placed in a water-bath. After dipping sufficiently he will touch the needle holes with a camel-hair brush dipped in the melted salol. He will *not* melt fifty cents' worth of salol in an open capsule, and placing this capsule in direct contact with flame, decompose the salol. His lecture upon the fusing point, and his classified table, will remind him that salol fuses at the low temperature of 110° F. At once he has re-established the faith of the patient in his physician, and convinced him that he should bring his prescriptions to the store where *he* is employed, if he would save time and annoyance.

It seemed a small matter that the student was told to remove all spiculæ of glass from a bottle before placing a chemical solution in it; but when several bottles have been returned whose contents were decomposed or precipitated by the roughness of the interior of the bottle, it becomes a practical suggestion. To the student it appeared an over-refinement of theory to be told to use porcelain shot in removing precipitates, or if lead shot was used, to remove all adhering lead from the surface of the bottle by rinsing with a little nitric acid; but when he has had one or two serious experiences from failure to observe this precaution the theory becomes practical.

The statement that gentian, dandelion and some other drugs contain sugar, and in manipulating them care should be exercised to prevent fermentation, assumes a practical character when the acid in a solid extract has decomposed a pill mass containing it, reflecting upon one's knowledge and skill unfavorably.

The statement that glycerin is hygroscopic assumes practical value when one has compared the keeping qualities of extracts containing it, with those free from it. The possibility of solid extracts containing copper from being made in copper pans, ceases to be a theory after a spatula previously moistened or dipped in acidulated water has been allowed to remain in contact with the extract for a few hours and upon removal found to be coated with copper. The suggestion *not* to fill shelf bottles too full and to avoid fixing too firmly in place the stoppers of those containing gaseous solutions or volatile liquids, be-

comes practical after an increase in the atmospheric temperature has caused an expansion of the liquid or a disengagement of gas, resulting in the bursting of the container with damages to the fixtures and the neighboring stock.

The warning *not* to tightly bottle a prescription in which there is a reaction until such reaction is entirely over, may have been passed by unheeded; but after a cough mixture containing ammonium carbonate and syrup of squill explodes, or one containing fresh spirit of nitrous ether, fluid extract of buchu and fluid extract of uva ursi, or one containing freshly prepared neutral mixture, or one with recently made nitrohydrochloric acid bursts in the hands or pocket of a customer or upon a parlor shelf, care is exercised to prepare such mixtures in a broad, shallow vessel, using the extended surface, shallow depth and constant trituration to favor the escape of the generated gas and to guard against their being bottled before the reaction is over. Do *not*, as did one, place an ounce of sodium bicarbonate and six drachms of salicylic acid in a mortar and add all at once six ounces of water, then when the mixture effervesced and flowed out of the mortar over the counter, try again by putting similar ingredients in a quart bottle, tying in the stopper, and giving it to another to shake, with the result of an explosion, causing serious loss and damage. Place the solids in a mortar and add the liquid very slowly, controlling the reaction.

The statement that density of precipitation is controlled by density of solution, and that an excess of alkali dissolves many alkaloids and decomposes others, may have had no practical value in the lecture room; but when a 40 per cent loss is made in separating an alkaloid, or failure is met in assay processes from neglect to take these statements into account, they assume a commercial importance.

But theory and fact must be practically applied. We have known a graduate in pharmacy to condemn a select iodide of sodium and pronounce it bromide. Scrutiny of his method revealed the fact that instead of adding chlorine water to a 5 per cent. solution of the salt and subsequently adding chloroform to obtain a violet-colored solution, he had used a concentrated solution of the salt and an insufficiency of chlorine, and forgetting that the excess of salt had a stronger affinity for the iodine than the chloroform could exert, read his faint coloration of the chloroform as due to bromine.

Apply the U.S.P. test to potassic iodide, and then add an excess of the salt until it removes the color from the chloroform, you will get my meaning.

The estimation of extractive percentages may have seemed a simple process and an unimportant matter. Yet we have known three operators to differ 20 per cent. in estimating extractive, owing to difference in temperature and thoroughness of extraction, and we have known a customer to be detected in removing 35 per cent. of a shipment of goods, replacing it with water, and returning as defective, the fraud being discovered by taking the extractive percentage and comparing it with that of the same lot as sent out. When by extractive determination we learn that a fluid extract is only 60 per cent. as strong as a previous lot made from the same drug, it informs us of an error in packing, rate of flow, or too low a temperature, and permits us to correct the defect. It also enables us to discover why some lots of fluid extract precipitate while others do not. In one instance

they are so deficient in soluble extractive as to be free from all liability to deposit.

The lectures on specific gravity may have appeared too moist or too dry to make a favorable impression; but when experience teaches that the application of it may save from two to five dollars on a barrel of alcohol, may prevent the keeping a barrel of witch hazel so deficient in alcohol as to surely spoil, may be a quick method of determining the approximate strength of solutions and the purity of many substances, specific gravity is better appreciated.

The details and principles of color-reactions, precipitation, etc., may interest the student only by their novelty; but if applied to purchased stock, with the result of gaining a positive knowledge of its character and value, with occasional discovery of marked inferiority or accidental substitution, they become practical.

The theoretically trained pharmacist, instead of waiting four or five days for a chemical salt not in stock or readily obtainable of his wholesaler, prepares it from materials at hand. In place of purchasing an ounce of solid extract to dispense a scruple or so upon a stray prescription, he prepares it by evaporation of a suitable fluid extract, or if need be, by exhaustion of the drug and evaporation of the percolate.

The pharmacist well trained in theory is often able to surmount difficulties or explain them away in cases where he has not had previous experience. Hence, while it may be true that the compensation of pharmacy does not give adequate return for a high training, we believe that a thorough college training in the theory of pharmacy and college laboratory practice in its manipulations, may prove of more service to the beginner than the narrow, abortive training received in many stores.

ARTIFICIAL VANILLIN AND VANILLA FLAVORS.

Recently considerable excitement was aroused in Vienna, Austria, by the fact that a number of seemingly most mysterious cases of poisoning—and not a few fatalities—were traced to the use of ices and confections purportedly flavored with vanilla. But why the vanilla alone should be at fault is pertinent query, since this was the verdict brought about by the investigation.

That the vanilla bean is in a measure toxic, if ingested in large quantities, no one familiar with this growth will deny; but any amount that could induce an untoward effect must, necessarily, be so great that it could not, by any possibility, be embodied in gallons of ices or a hundredweight of confections. Again, though the bean produces a malady in those handling it known as the "vanilla disease"—a form of skin eruption that, while it may be communicated to others, is necessarily self-limited—this can have nothing to do with poisoning by vanilla "flavors," since its source is a minute insect, the "vanilla louse," of the same precise class as the cheese mite, and its period of life is extremely brief when transferred to the integument of human beings.

Also worthy of being recalled is the fact, admitted

The Best Sachet Powder offered in Canada.

Theodore Metcalf's SACHET POWDERS.

Fragrant, Delicious, Lasting. Violet, Heliotrope, White Rose and Jockey Club. These will retain their odor true to name and not become spicy or harsh. The sale of a good Sachet Powder is a lasting advertisement. Try it in your business. *We are Sole Agents for Canada* and enabled to sell at the following low price:

In $\frac{1}{4}$ lb. Glass Stopped Bottles, per bot., \$1.10
Assortment of 4 Bottles, - - - for 4.00
In $\frac{1}{2}$ oz. Bottles, retail 25 cents, per doz., 1.90

English Milk Food, malted

A Safe, Delicious, Pure Food for Children and Invalids. It is the best food sold and will be readily taken and assimilated where other foods have failed. A number of excellent testimonials. 3 sizes—\$1.40, \$2.40 and \$5.25 per doz.

EXTRACT BEEF.

Guaranteed pure and of superior quality. No mistake can be made in selling our Extract beef. It gives universal satisfaction. Our sales are large and constantly increasing. In 3 sizes—1 oz., 2 oz. and 4 oz. pots.

Lanoline & Witch Hazel Cream,

An elegant Toilet preparation. Handsomely put up. Gives perfect satisfaction. IT GIVES A GOOD PROFIT. Nothing adds more to establish a name for superiority in your business than selling an Elegant Toilet Preparation. Include some in your next order.

O. C. COUGH DROPS, Dark.

Made from our own formula. The best Cough Drop of the kind in Canada. This is the 7th season that we have sold these, and no other Cough Drop has become as popular, and retained so steady a sale as the O. C. Cough Drops. An improvement in this year's manufacture. In 20 lb. pails and 5 lb. boxes.

The Ontario Chemists' Mfg. Co.

Limited.

Hamilton, Toronto, London and Vancouver, B. C.

even by those most interested in their production, that vanilla "flavors," vanilla "extracts," vanilla "essences" and "tinctures," such as are employed solely to promote *souvenir* or piquancy, are never absolutely pure; on the contrary, for the most part, they are made with tonka bean alone, or with tonka to which from five to twenty per cent. of vanilla bean is added. The high prices the latter command, and which oftentimes are actually prohibitory, are cited as an excuse for the deception; further, it is added, the mixture secures a better flavor, one preferred for domestic, culinary, and confectionery purposes. In this connection it may be remarked that while so-called "fruit flavors," employed in kitchens, confectionery establishments, bake shops, and at soda fountains, are almost invariably derived from butyric ether—a product of rancidity—this accusation does not hold good as regards vanilla preparations.

But even tonka beans are at times expensive, and recently they, as well as vanilla, have been replaced, in the manufacture of flavors, by vanillin. This latter is the active principle of both vanilla and tonka beans, but if had from this source, would manifestly serve to still further increase the cost of "extract" production. It has been had also from coal tar by process of synthesis, but this again was held insufficiently economical, or it was feared the knowledge that a flavor owing its origin to an anilin factory would militate against it as a marketable product. Now vanillin is purportedly derived from the inner rind of the bark of certain pine and fir trees, by the aid of sulphuric acid and either sodium or potassium chromate, the process being somewhat intricate, secret, and legally protected. It is likewise (and perhaps more commonly, certainly more economically) had from oleaginous, gummy, and balsamic substances that are possessed of an aromatic, stereoptin constituent known as cardol; and it is the latter upon which the burden of reproach is supposed to rest—a supposition that does not appear to be well founded.

Cardol is certainly highly toxic; so is hydrocyanic (prussic) acid, to which our most delicious fruits owe their flavor. Cardol is found, but only in infinitesimal quantities, in most forms of vegetable growth, the only fruit yielding it in fairly tangible proportions being the "elephant louse" (*Anacardium orientale*) of the far east; and while it is highly poisonous when injected into the circulation, and most irritating when applied to the skin, producing a painful burning eruption, attended with considerable swelling and infiltration of serum (cellulitis), it is known to be inactive when taken into the stomach, being insoluble in any of the digestive secretions. Manifestly, then, cardol cannot be deemed a factor in vanilla poisoning, unless it can be shown: First, that it is present in artificial vanillin in appreciable quantities; second, that in the manufacture of vanillin certain chemical transformations result whereby a cardol combination of free and ready solubility is had.

The remarkable part of the Vienna investigation lies in the fact that no evidence is offered to show that the constituents of the ices and confections other than the vanilla flavoring were investigated. Considering the number of fatalities, an examination for developed and contained ptomaines, or for anilin coloring matters, would seem to have been demanded. At the same time, more knowledge regarding artificial vanillin is desirable.—*Scientific American*.

PHYSICS, THE FOUNDATION OF PHARMACEUTICAL PEDAGOGICS.

BY JOSEPH FEIL, PH. G.

We are confronted in pharmaceutical teaching with precisely the same complaint that is heard from every technical and literary college in this country, namely, that students are not prepared for the work they wish to undertake. Enthusiasm, earnestness and determination are not lacking, but a misconception of the requirements necessary to master the sciences which constitute the foundations of the art of pharmacy are woefully conspicuous in a large majority of instances.

Attempts to eradicate this fundamentally serious condition have been made over and over again, the sole remedy suggested being that druggists should exercise greater care in the selection of apprentices, and not employ boys whose education does not give hope of future mastery of the pharmaceutical arts and sciences.

But the very idea of being compelled to employ, of course at some pecuniary compensation, reacts against the possibility of quality of mind, and is apt to bring into consideration quality of muscle as the preponderating qualification; the long hours of the drug store compared with other stores, act as a restraint against obtaining the best help; and, lastly, the druggist's loud cry about the deterioration of his calling has acted very strongly in the same direction.

We must work on the material presented to us, and while we should do everything to secure the best, yet in the present nature of the conditions, we must concentrate our efforts in the direction of making the fairly passable into the highest obtainable. A mind capable of careful and intelligent observation is the quality most desirable in our pupils, and this condition is rarely a natural one, but results from correct education.

An educational instrument of unusually peculiar value for this purpose lies in a well-graded series of physical experiments, supplemented by a good scientific text-book, and above all by rigid, thoroughly-studied recitations.

These experiments should be well graded and selected with a view to both pharmaceutical and chemical future uses, and could with enormous profit supplement much so-called pharmaceutical laboratory work, which, at its best, is only a repetition of what the student knows, or what he ought to know if he has any practical experience, and while of great technical use, its educational force and developmental value is almost nothing.

I append an outline of some experiments of this nature, which can be readily performed in any ordinary pharmaceutical or chemical laboratory, or even on common kitchen tables, and from experience

know they tend to bring out, expand and develop those perceptive powers required to understand the principles and theories of modern sciences and the processes of everyday pharmacy.

The following is not intended as a complete set of experiments, but simply to indicate the direction in which the work has proved valuable :

EXPERIMENTS.

1. Apparatus.—Accurate foot ruler. Make a metric ruler graduated to m. m.
2. App.—Metric ruler and hollow metallic cube open on one side. Determine contents of cube, and calculate the quantity of water it should contain ; counterpoise it on a Havard balance, fill it with water and accurately weigh the water. Compare results.
3. Repeat 2 with a glass cylinder such as a mixing jar.
4. Repeat 2 with a burette, measuring it from the 0 to 50 marks.
5. App.—Glass tube, cork, graduates. Determine cross-section and internal diameter by measuring length and volume. Cork tube, pour in 1 Cc. water and note height by rubber band. Add 10 Cc. water and note if its length is 10 times that of first Cc.
6. App.—Irregular piece of metal, graduated cylinder. Determine volume of metal by the water it displaces.
7. App.—Same piece metal, balance, cylinder. Weigh metal in air, then in water, compare, note loss, compare loss with volume found in 6, calculate Sp. Gr. of metal.
8. App.—2-oz.-bottle or Sp.-Gr.-bottle, various liquids. Counterpoise bottle and determine by weight its contents of water, alcohol, benzine, syrup, etc. Compare.
9. Ruler, lead or shot, cylinder. Put shot or lead towards one end of ruler so that it floats vertically in water to about half its length ; note where it marks water level and mark 1000, then float in other liquids, such as alcohol, benzine, etc. ; mark levels and compare with 8.
10. App.—Wax, lead, balance, cylinder. Determine Sp. Gr. of wax.
11. Metallic rods, wax distributed at intervals, burn. To show how heat travels and the variability of its effect on different substances.
12. Fill a test-tube two-thirds full of water, heat at bottom to boiling, allow to cool and heat near surface.
13. App.—Thermometer, ice, boiling water, boiling alcohol. Test correctness of thermometer by comparing the temperatures the articles show and the ones they should show as stated in U. S. P.
14. App.—Tested thermometer, various substances, proper flasks. Determine a number of boiling points.
15. App.—As in 14. Determine various melting points.
16. Ice water, boiling water. Mix equal quantities and note temperature.
17. A few experiments in magnetism, electricity and light would be a valuable addition ; such may be found in any of the many excellent manuals for the physical laboratory published by Ginn & Co., American Book Co., Heath & Co., Allyn & Bacon, H. Holt & Co., and other publishers.

Cleveland, O., August 1. 1898.

Abbey's

EFFERVESCENT

SALT

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RETAIL

DRUGGIST

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THE

Abbey Effervescent Salt Co.,

LIMITED,

MONTREAL, - CANADA.

REMINISCENCES OF A CUTTING STORE.

As to the exact *locale* of this "store," I shall, for obvious reasons, remain silent. Suffice it to say that it was situated in a great commercial centre, and that it was a flourishing, pretentious establishment, which could in no wise be said to hide its light under a bushel. The front of the shop might be said to be all windows, in which was usually displayed, *en masse*, the "leading line" just then being "pushed." Inside was a profusion of plate-glass mirrors and cases, while on every hand was a lavish display of stock, of such a heterogeneous character, that, on first entering, one doubted whether it was really a chemist's shop or not. It often struck me afterwards that this loss of what I may call individuality in the appearance of the shop, accounted, to a great extent, for the small amount of dispensing that was done, which was out of all proportion to the general business.

After an interview with one of the partners I accepted a berth there at a salary and commission upon the sales of certain articles (of which more anon), and it is around this commission that cluster most of the incidents I can recall of my sojourn there.

I had previously been accustomed to what would now, perhaps, be considered an old-fashioned business, and I soon found out that the work here was no light matter. The work was, however, conducted with admirable precision and order, and everything was done systematically. Each man had charge of an allotted amount of stock, and was responsible for its proper care and maintenance. Each shelf and drawer contained a card, stating what should be there, how much of it, and the correct selling price. When I first joined the staff (the practice was altered later) it was our first duty, every morning, to make out a list of what was required to replenish our particular stock. These goods would be sent down to us during the morning from the store rooms, where girls were engaged in packing articles of every description. The result of all this was that every article had its proper place, and that plenty of it was always found there. In fact, when once accustomed to the shop, an assistant could have served almost equally well in the dark.

I have stated that the practice of each assistant making out a separate stock list was abandoned later, and this change brought about a somewhat amusing incident. The governor decided that it would be better for one of us to come an hour earlier in the morning to make out all the lists, and he asked for volunteers! It may be imagined that competition for this particular work was not keen, and the governor had himself to nominate some one. He was, however, dissatisfied with the amount of

work that was done during this hour. Half the stock-lists were not made out, and he protested he could himself do the whole of them in the time. "Perhaps you could," replied the assistant, "if you were left alone; but the customers I get usually require something, the stock bottle or drawer of which is generally empty."

The chief, however, was not satisfied, and I was told off for the work. This may have been a compliment; but, if so, I quite failed to appreciate it, and having no more stomach for the work than my confrère had, I took care not to "give him away" by doing more. The chief then decided to come *in propria persona* one morning, just to show us what really could be done in the time. This my confrère and I wanted, and we laid our plans accordingly. We both lived near the shop, and it was a comparatively simple matter to arrange for half-a-dozen bogus customers to come in that morning for things that would have turned any man's hair grey. It was simpler still to arrange that the bottle or drawer which should have contained what the customers asked for should be empty. We heard afterwards that the poor chief tried to put some of them off, but they knew their work and insisted upon being served. The last straw was a diarrhoea mixture, containing pennyworths of about eight different ingredients, and the curses this order evoked were none the less deep because they were suppressed. Whether he ever suspected the bona fides of those customers we never knew. At any rate, we heard no more about those miserable stock-sheets.

During my first morning I was shown the "commission list," and instructed to get it well up. As the sales of articles on this list constituted part of my salary, I need not add that its contents were soon indelibly impressed upon my memory. I found that it was practically a résumé of the "store's" own special proprietaries; the sheet anchor, in fact, of the business; and what one fellow there very happily dubbed the "thirty-nine articles." It contained, besides numerous other articles, a "substitute" for almost every patent medicine of any repute; and for pushing these articles the assistants were paid a commission of 5 or 2½ per cent., according to the ratio of profit which they yield the firm. The customers were given a bill, made out in duplicate, with every purchase. This bill was presented at the cash desk, and one part the cashier retained, while the other was received and returned to the customer. On showing this receipt at the counter, the customers were given their purchase, the assistant having, meanwhile, got it ready. Thus a record of every sale was filed, and it was from private marks on these bills that the amount of commission earned by each assistant was determined.

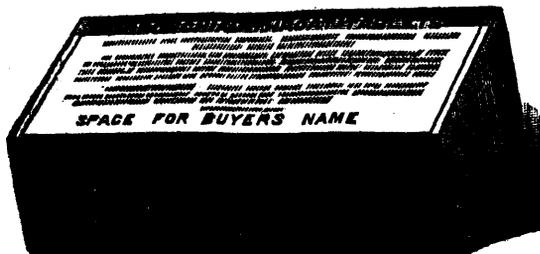
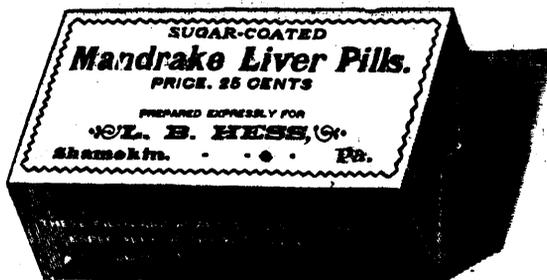
It was really surprising how expert one soon be-

40 Years of Experience at Your Service.

Vegetable Mandrake LIVER PILLS.

Twenty-five pills in each oval box, with oblong carton, any name and address, ready for sale.

Special quotations given on large lots.



BRONCHIAL THROAT TABLETS. Very Attractive.

Packed in neat slide boxes, 32 tablets in each, with dozen packers, buyer's name and address.

Special quotations for large lots. These tablets are also furnished under our own name.

Bromo Soda.

Highly Effervescing.
Needs no Stirring.
The most Efficacious Remedy of its kind.

Composition:

CAFFEINE, 1 gr. BROMIDE OF SODIUM, 30 grs.
Useful in Nervous Headache, Sleeplessness, Excessive Study, Over-Brainwork, Nervous Debility, Mania, etc., etc.

DOSE—A tablespoonful in half a glass of water, to be repeated once after an interval of thirty minutes, if necessary.

It is claimed by some prominent specialists in nervous diseases, that the Sodium Salt is more acceptable to the stomach than the Bromide Potassium. An almost certain relief is given by the administration of this Effervescent Salt. It is also used with advantage in indigestion, depression following alcoholic and other excesses, as well as nervous headache. It affords speedy relief for mental and physical exhaustion.



WM. R. WARNER & Co.

Philadelphia, New York, Chicago.

PREPARED FROM
GIZZARD OF THE
CHICKEN.

INGLUVIN

A Powder used with
superior results in all
cases where pepsin may
be indicated.

A Specific for Vomiting in Pregnancy.

DOSE—5 to 20 grains.

FROM PROF. ROBERTS BARTHOLOW'S, M.A., M.D., LL.D.,

—WORK ON—

Materia Medica and Therapeutics.

EDITION 1879.

"**INGLUVIN**—This is a preparation from the gizzard of the domestic chicken—*ventriculus callosus gallinaceus*. Dose gr. v.—j.

Ingluvin has the remarkable property of arresting certain kinds of vomiting—notably the vomiting of pregnancy. It is a stomachic tonic and relieves indigestion, flatulence and dyspepsia.

The author's experience is confirmatory of the statements which have been put forth regarding the exceptional power of this agent to arrest the vomiting of pregnancy. It can be administered in inflammatory conditions of the mucous membrane, as it has no irritant effect. Under ordinary circumstances, and when the object of its administration is to promote the digestive functions, it should be administered after meals. When the object is to arrest the vomiting of pregnancy, it should be given before meals."

EDITIONS 1889 and 1896.

"**INGLUVIN** is a * * preparation said to be made of the gizzard of the domestic chicken (*ventriculus callosus gallinaceus*.) Dose, gr. v.—j. Ingluvin has the remarkable property of arresting certain kinds of vomiting—notably the vomiting of pregnancy. It is a stomachic tonic, and relieves indigestion, flatulence and dyspepsia.

Recent investigations have shown that Ingluvin owes its curative effects, not to any ferment corresponding to pepsin, but to a peculiar bitter principle. This result is the most satisfactory, since such an organ as the gizzard could hardly furnish the necessary quantity of a digestive ferment to effect the results now known to be produced by Ingluvin.

Under ordinary circumstances, and when the object of its administration is to promote the digestive function, it should be taken after meals. When the object is to arrest the vomiting of pregnancy, it should be given before meals.

But only the successful use of this agent and the apparent sincerity of the composition as given to the public would seem to justify its mention here."

WM. R. WARNER & CO.,

1228 Market St., Philadelphia. 52 Maiden Lane, New York. 197 Randolph St., Chicago

MANUFACTURERS OF

SOLUBLE
RELIABLE
PERMANENT

Pills and Granules

SUGAR AND
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Standard Fluid Extracts,

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Ingluvin, Bromo Soda,

Compressed Tablets,

Hypodermic Tablets,

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Eff. Gran. Salts,

Elixirs, Wines, Etc.

And all Standard Pharmaceutical Products.

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WARNER'S ORIGINAL
LITHIA * WATER
TABLETS
 (3 and 5 grains.)

WARNER'S Lithia Water Tablets are permanent, which is an important consideration to druggists who must necessarily carry quantities of this class of very salable goods. Packed in bottles easily carried in the pocket.

ADVANTAGES:

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Accuracy,

Portability,

If preferred we will put them up in three dozen lots under buyer's name and address.

Your Pill Trade will stay with you 

In spite of "cut prices" and other disturbing influences
if you buy right.

Little Cathartic Granules, 40 granules in each vial, with buyer's name and address, ready for sale.

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Discount for Quantities.

Write for Prices.

Study these figures carefully. You will find there is a margin enabling you to meet any competition, or better still, there's a good profit after you have taken out the necessary sum to push and advertise "your own" Little Cathartic Granules at "your own" price.

PILLS.



PURE Drugs in the hands of our experienced chemists result in producing a pill that is permanent, soluble, potent and reliable. All Private Formulæ sent to us for quotation and manufacture are under our personal supervision, and are absolutely protected.

Sugar Coated Pills, any color.

Gelatin " " no "Pin" Holes.

Our Pill List comprises all Standard Formulæ.

Write for Epitome of Prices Current.

2 Grain Quinine Pills.

In Bottles of 100 with your label,

For handy retailing.

We make a specialty of putting up in this form (in lots of 3,000 and upwards) the best seller the druggist has, and the one in which he finds the most competition.

Our quotations are subject to the ruling price of quinine, but our customers always get the benefit of our large quantity buying, and facilities for economical manufacturing.

SEND FOR

LATEST :: QUOTATIONS.

Mass.—Skilfully prepared from pure drugs.

Shape.—Round, Oval, Lentiform.

Coating.—Sugar or Gelatin.

Absolutely reliable and will resist atmospheric conditions.

come in "pushing" these substitutes. Given a presentable appearance, a pleasant, earnest manner, some tact, and a judicious amount of "patter," and the poor British public could be persuaded into buying almost anything one wanted them to. Customers would enter with the intention of purchasing, say, some well advertised "patent," but in the majority of cases they departed with something more or less similar, but on which the assistant netted 5 per cent.

It would be a comparatively easy matter to ascertain how much profit the firm and the assistant made over one of these transactions; but it would not be so easy to compute the loss the poor patent medicine proprietor sustained. It may be of interest, however, to make a general estimate. There were five of us behind this particular counter, and although our "com." varied weekly, and some assistants made more than others, yet an average of 10s. per week all round would be well with the mark. Allowing that this represented entirely a 5 per cent. commission, it meant a loss of £50 weekly to patent medicine proprietors. In other words, customers who, during one week, came into that store prepared to buy £50 of more or less largely advertised proprietaries were, through the persuasive eloquence of those behind the counter, induced to take instead this firm's substitutes for those articles. One fact that I recall in this connection may be of interest to proprietors, as showing that even "cutters" are not averse to accepting a profit where they know they cannot be undersold. Even in those barbarous and degenerate days, when the existence of a P.A.T.A. was undreamt of, we, in this cutting store, where substitution was rampant, were paid a commission on the sale of, and were asked to push—Invalid Bovril.

One of my first attempts at substitution, although the *coup* was successful, brought down upon me the wrath of the senior. In recommending the particular article, I had, through ignorance of its contents, to draw largely upon my imagination. When the customer had departed the senior said, "you've given an entirely new version of that medicine's qualities; hang it all, man, we might as well all tell the same tale."

I well remember a Scotch assistant who appeared on the scene while I was there. He had a fearful accent; it almost set one's teeth on edge. When introducing one of our specialties he would begin with the formula: "We've got an exactly similar preparation, ma'am; exactly similar—only better." Needless to state that, after this beginning, Sandy's efforts were not as eminently successful as he would have wished. On one occasion, however, he was too successful. He went to lunch one day and returned, after an extra hour and a half, with very plain evid-

ences of having dined "not wisely, but too well." The governor was out, and we tried to induce Sandy to go home, but with no result. Worst of all, he persisted in serving. Presently an old lady entered and asked him for "Blank's Little Liver Pills." His countenance assumed an aspect of imbecile gravity as he said, "you can't have Blank's Pills, ma'am; you must have Dash's Pills" (our own) "do you far more good, ma'am—1½d. cheaper—and 20 more pills in the bottle."

"I don't want Dash's Pills," exclaimed the old lady, "I want Blank's."

"Very sorry," said Sandy, "but you can't have e'm, you *must* take Dash's;" and he presented her with the bill, saying, as he did so, "pay at the desk please." The old lady was so nonplussed that she actually took our own pills. After this little incident Sandy was requested to resign, and he left, let us hope, a wiser, if not a better man.

I think it was also this assistant who sold another old lady a conversation tube. The old lady asked him to "say something," so that she might test the acoustic properties of the "Tube." Sandy, after looking blankly around him as if seeking an inspiration, at last exclaimed—to the lady's horror, and everyone else's amusement—"Are you there?"

I remember on one occasion selling to a lady—with many eulogies upon its immaculate virtues—a bottle of "Sir Erasmus Wilson's Hair Restorer." She very probably came in for "Tacho"; but no, that would be too previous. At any rate, she took home with her a bottle of "Sir Erasmus." Some little time afterwards she came to me, looking very indignant. "You remember," she began, "recommending me, so highly, that Sir Erasmus Wilson's Hair Restorer?" I admitted some recollection of the fact, and she continued, "well, it did not do a bit of good; it was perfectly useless, and I'm surprised at Sir Erasmus putting his name to such worthless stuff. I've a good mind to write and tell him so." I, of course, deeply sympathised with this lady; but I thought it better not to inform her that Sir Erasmus, having been dead some years, the postal authorities might find great difficulty in getting his correct address.

One of the most successful fellows there at substituting was a man I shall call Tomkins. It was really marvellous what he could do in this way; his manner was so "child-like and bland" that the most inveterate patent medicine taker never suspected that he had any ulterior motive for recommending a "far superior preparation" to their notice. Tomkins, however, had one failure; he was of a convivial temperament, and this conviviality was apt to extend to that "wee sma' oor ayont the twal" that leaves such lamentable traces the next morning. As an instance of life's little ironies, Tomkins, of all

The Medical Health Officers, in session at Ottawa, report that Feeding Bottles with Long Tubing are a source of disease. We offer the Feeder as below, which is entirely free from above objection.

Lyman's

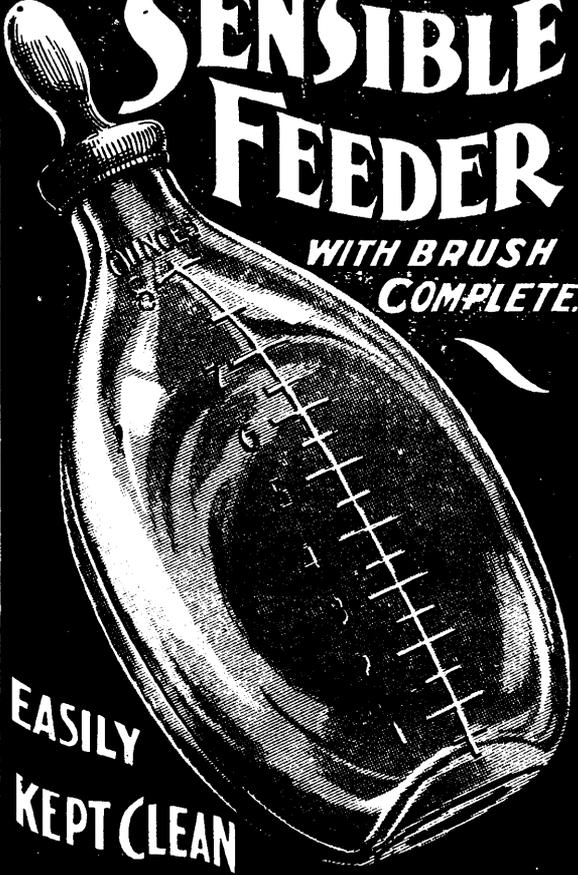
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Magnesia

IS
THE
BEST
FOR

Children.

NEW STYLE
SENSIBLE
FEEDER
 WITH BRUSH
 COMPLETE.



EASILY
 KEPT CLEAN

THE LYMAN BROS & CO. LIMITED
 WHOLESALE DRUGGISTS
 TORONTO.

Lyman's

Castor
Oil

Syrup

FOR

Children

AND

Adults.

Each FEEDER in a box with black nipple and bottle brush, at \$1.20 a doz. ; 3 doz. lots \$1.15.
 TRY A SAMPLE WITH NEXT ORDER.

The LYMAN BROS & Co.,

LIMITED,

TORONTO.

men, had a key of the shop, and was supposed at that time to get to business an hour before the others to make out the stock sheets, etc. I say supposed advisedly, for his early arrival was more hypothetical than real. One morning we all arrived about 9 a. m., and found the premises closed; and at 9.30 Tomkins had not turned up. Presently the chief arrived, but unfortunately his key was at home, and fresh messengers were dispatched for Tomkins—or the key. At 9.45 he dashed up in a handsome, looking very haggard and unkempt. He jumped out very coolly. He was afraid he was a little late, but he had, very strangely, overslept himself that morning.

One Christmas time he started rather late on Christmas Eve to spend the holiday at his home in the country. To promote festivities, he took home a huge turkey for his mother, and a bottle of "Special Scotch" for his paternal parent. Unfortunately the "Scotch" was tapped en route. Tomkins said he remembered little of what happened subsequently; but he arrived home in the early hours of Christmas morn, minus the whiskey—at any rate the whisky bottle—and also sans the turkey. He always insisted afterwards that it was not the whiskey, but the excitement of going home that upset him.

There is much more that I might recount did space not forbid. Although there may have been a certain amount of excitement and humor about the work, one cannot look back upon it with any amount of satisfaction. It certainly did not tend, in any degree, "to maintain the best tradition of professional pharmacy." The tendency was rather towards charlatanism, and as every client was regarded, more or less, as so much potential "commission" the assistant was inclined at times to act upon the principles of *caveat emptor*.—*British and Colonial Druggist*.

ADULTERATED GAMBAGE. J. F. Woolsey in *Amer. Journal of Pharmacy* notes the appearance on the market of a grossly adulterated powdered gambage. The genuine article should contain from 70 to 80 per cent. of resin, while the sample in question contained less than 40 per cent. of matter soluble in 95 per cent. alcohol, the balance being flour or starch.

The great buying public want to know what you have to sell, and that is the only reason it reads your advertisement. If you give the people word-pictures when they facts, they will soon cease paying any attention to your "efforts." If you exaggerate or misrepresent you are false to the public, to your employer and to yourself. Be honest; honest with yourself, honest with the public. Put yourself in the place of a prospective buyer whom you are trying to reach. The foundation of all business success is confidence. And you can only win the confidence of the public by being candid, straightforward, reliable.—*Facts and Fiction*.

Extracts.

PRODUCTION OF STAMPING INK FOR LINEN.

Moisten 10 grammes of powdered dragon's blood resin and 10 grammes of powdered silver nitrate—*lapse infernalis*—throughout with a few drops of distilled water and increase the mixture by 10 grammes of white dextrine and enough glycerine so as to give the mass the consistency of a good printing ink. The rubber stamps employed should be rubbed before use with a few drops of sweet almond oil. Spread the ink on pieces of velvet for transferring purposes.—*Farben Zeitung*.

SOAP AS A DISINFECTANT.

The use of soaps containing a disinfectant of some kind has become so general that observations on the practical value of such combinations cannot fail to be of interest. Dr. Reithoffer has recently published the results of some experiments carried out by him with various kinds of soap, having for object to determine their value as microbicides. He used the ordinary mottled soap, white almond soap perfumed with nitrobenzine, and hard potash soap. He found that these soaps were very inimical to the cholera microbe, a 1 per cent. solution killing them in a short space of time, while a 5 per cent. solution of the potash soap killed them in five minutes. We are, therefore, at liberty to infer that, as in washing the hands the strength of the soap solution is never less than 5 and may go as high as 45 per cent., this method of disinfecting the hands, as well as the clothes, etc., is fairly trustworthy. Much stronger solutions are required, however, to destroy the bacilli of typhoid, the colibacillus, etc., not less than 10 per cent. being sufficient. None of the soaps experimented with appeared to have any effect on the pyogenic microbe. The practical result of these investigations is that it is always preferable to use soap and water first of all, rinsing the hands in the disinfectant solution afterward. This is an important point which merits to be generally known.—*Medical Press*.

"Begorra!" said O'Flaherty, when he heard the sentence,—forty shillings or seven days,—“Your honor flattens me; Oi niver knew me toime was worth so much befower.”

Politeness never comes amiss in handling the customer. The little words "thank you" do not cost very much, but often bring a customer back again to the salesman who said it. Pleasant words and pleasant looks always win friends just as much in business as out in the world generally.—*Printers Ink*.

Answers.

In this department we will furnish our subscribers with replies to questions bearing on pharmacy, chemistry, and allied sciences, which may be of general interest. Requests must be accompanied by the name and address. No anonymous communications will be noticed. No replies will be sent by mail, nor will any be given to non-subscribers.

CALCIUM PHOSPHIDE. (L. Montreal.) Calcium phosphide is an amorphous brown powder. It can be used for the purpose indicated in your query, since in the presence of water it is decomposed, giving off phosphoretted hydrogen, which ignites in contact with the air. It could be placed in a suitable vessel attached to the buoy, so that when the latter is thrown into the water, the phosphide will be decomposed, and the phosphorescent light evolved would be sufficient to indicate the presence of the buoy to the swimmer. We do not think, however, that the light would last more than a few minutes. You might experiment with it and let us know the results.

EXPLOSIVE TOOTH POWDER (M.) Our correspondent received the following prescription, and asks our opinion of it.

- Powd. Cinchona
- “ Potassium chlorate
- “ Charcoal; of each 1 oz.

This is a good mixture to let some one else dispense.

Potassium chlorate is very easily decomposed when in contact with organic matter, and as here prescribed would certainly form a dangerous mixture, first to the dispenser, and if safely dispensed it would probably explode in the hands of the patient. Your dentist might as well prescribe gun powder.

BAUMÉ DEGREES. (T. Montreal). 52° B. converted into specific gravity terms equals 1.54. The rule for calculating specific gravity from Baumé degrees is as follows: For liquids heavier than water.—Divide 145 by 145 minus the degrees Baumé.

$$\frac{145}{145 - B^{\circ}} = \text{Sp. gr.}$$

For liquids lighter than water:—Divide 140 by 130 plus the number of degrees Baumé;

$$\frac{140}{130 + B^{\circ}} = \text{Sp. gr.}$$

PRESCRIPTION DIFFICULTY. (G. C.) had the following prescription to dispense, and finds that the mixture gelatinizes.

- Quinine sulphate..... 1 dr.
- Aromatic sulphuric acid..... 1 sc.
- Sodium sulphate..... 4 drs.
- Water to..... 6 oz.

Mix.

We do not find any difficulty with this. There is not enough acid to dissolve the quinine sulphate. This can be remedied to a certain extent by attaching a shake label, or securing the permission of the prescriber to add sufficient acid. By triturating the quinine salt with a little water and the aromatic sulphuric acid, and dissolving the sodium sulphate in 4 oz. of water and adding to the quinine mixture, we find no difficulty in preparing a presentable mixture.

'Yes, 'Kidney 'Buds,'

Nature's Own True Remedy for Weak Kidneys.

KIDNEY "BUDS"

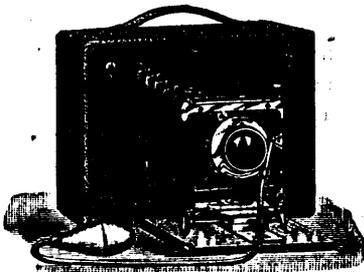
is one of the Drug Trade's BEST SELLERS, because every user is a Walking, Healthy Testimonial. Drug Friends, write us. The only Medicine Company in the World that Protects the Druggists from Cutters in Price.

25c. per box..

Dr. Allison

Kidney Bud Med. Co.

LOCK BOX 704, DETROIT, MICH.



CAMERAS,
PLATES,
PAPER,
MOUNTS,
CHEMICALS.

CORRESPONDENCE SOLICITED.

Sharpe, Eakins & Ferris,
94 Bay St., TORONTO, Ont.

EHRlich's TRIPLE STAIN. (Microscopy) This is a solution used in bacteriology, especially for staining certain blood elements. It stains the red corpuscles reddish brown, the nuclei green. Ehrlich's original formula is as follows:

Solution of Orange (G) 8%.....	130 cc.
“ Acid fuchsin 20%.....	125 cc.
“ Methylene green 12%.....	125 cc.
Distilled water.....	300 cc.
Absolute alcohol.....	200 cc.
Glycerine	100 cc.

F. KINO Co. (C. Toronto) The formula for this preparation will be found in the National Formulary, a copy of which you ought to have. Following is the formula.

Tincture of Kino U. S. P.	1 ½ fd. oz.
“ Opium U. S. P.	1 ½ “
Spirit of camphor.....	520 M.
Oil of cloves.....	10 M.
Cochineal, in powder.....	64 grs.
Aromatic spirit of ammonia..	60 M.
Diluted alcohol to make.....	16 fd. oz.

Triturate the cochineal with the aromatic spirit of ammonia, and gradually add eleven fluidounces of diluted alcohol. Then add the two tinctures, the spirit of camphor, and the oil of cloves and filter through paper. Lastly pass enough diluted alcohol through the filter to make sixteen fluid ounces.

JELLY OF VIOLETS. (Cosmetics, Halifax). An elegant and efficient preparation may be made as follows:

Glycerin	8 oz.
Rose Water.....	8 oz.
Powd. Tragacanth.....	1 oz.
Powd. Boric acid.....	½ oz.
“ Orris root.....	1 oz.
Sol. of Ionone.....	2 drs.

Triturate the powders together, add the ionone solution and glycerine, when well mixed add the rose water. A violet tint may be given by adding a few drops of gentian violet solution.

NEW REMEDIES.

PRESERVALIN, a copyrighted preparation used for the preservation of meat and other food products is, according to Dr. Biginelli, a mixture of 9.08% of saltpetre, 34.56% of borax, and 32.2% of boric acid.

SYNTHETIC ALBUMEN. Dr. Liliensfeld announced at the recent Vienna Congress that he had succeeded in making albumen by the condensation of phenol and amidoacetic acid in the presence of phosphoric oxychloride. It is not likely, however, that the new albumen will replace the national products as an aliment; it is possible that it will be used in industrial operations if the price be low enough.

Recent Papers.

GRANULATED OPIUM IN THE MAKING OF TINCTURE OF OPIUM. H. B. Kohl and L. E. Sayre. *Druggists' Circular.*

The authors recommend the use of granulated opium because the process of making the tincture is simpler than that official in the U.S.P., and because it dispenses with the use of calcium phosphate, which is almost always impure as found on the market, being contaminated with ammonium chloride, which induces a loss of alkaloid in the finished tincture.

From several experiments the authors find the percentage of loss to be as follows:

Process used,	Percent. of drug.	Percent. of morphine in tincture.	Percent. of morphine in age lost.
U. S. P. 1890	14.521	1.243	2.091
Granulated opium	14.521	1.433	0.191
“ “			
with talcum	14.521	1.312	1.401
Gran. opium with pemicce	14.521	1.241	2.111

MOISTENING POWDERS FOR PERCOLATION. C. J. Wolfe. Prize Essay in *American Druggist.*

The author suggests a more convenient method than usually adopted, which is troublesome and wasteful. The powder to be moistened is poured into an ordinary tin can with a tightly fitting cover; the menstruum is then poured in and the powder lightly shaken up. The cover is then fitted on and the whole thoroughly shaken up for a few moments. Sometimes it will be found advisable to throw into the can one or more large glass stoppers, which break up the lumps sometimes formed in the mixture. By this method the use of the sieve is entirely obviated.

THE CHEMISTRY OF ALOES. A. R. L. Dohme, Ph. D. Maryland Pharm. Ass'n.

Of the several varieties of aloes on the market the Socotrine is the dearest and most sought after in the United States; in England the Barbadoes is preferred, while on the continent Cape aloes is usually used. That the preference for Socotrine aloes has no foundation is the object of Dr. Dohme's paper, as from comparative assays of Socotrine, Cape and Curacao aloes he obtained the following results: Socotrine aloes, average of three assays, 7 ½ per cent.; Curacao aloes, average of three assays, 18.5 per cent.; Cape aloes, average of three assays, 4 ½ per cent. There is therefore no reason why Socotrine should be used in preference to Curacao aloes, especially as the latter is so much cheaper. Dr. Dohme sums up his paper as follows: Curacao aloes is as efficient and, being much cheaper, should be used in preference to

Socotrine aloes, the greater portion of which as sold to-day is made up of Curacao aloes. (2) That the resin of aloes is an ester or organic salt, and varies according to the kind of aloes, and that the varying constituent is the acid, the alcoholic constituent being aloesinotannol, and being the same in both Barbadoes and Curacao aloes. (3.) That aloin contained emodin, to which its laxative property is probably due. (4) That many laxative drugs, such as senna, cascara, sagrada, rhubarb, buckthorn bark, besides aloes, owe their laxative property to this substance emodin, or a substance like it, derived from anthraquinone and homologous or isomeric with it.

NOTE ON EUCALYPTUS OIL. E. J. Parry, B. Sc., F. T. C. Belfast meeting B. P. C.

The author reports the result of an examination of oil obtained from the leaves of *Eucalyptus loxophleba*. The oil has a most objectionable odor, causing violent coughing when inhaled. Its specific gravity at 15.50 is 0.823; it is faintly dextrogyrate, and contains about 8 per cent of eucalyptol.

GLUTEN FLOUR. V. G. L. Fielden, M. B., B. P. C.

The author examined five samples of commercial

so-called gluten flour, with the following results:

	A.	B.	C.	D.	E.
Starch and sugar	7.6	16.7	13.26	68.8	11.63
Gluten	76	60	65	85	66

It will thus be seen that not one was true to name. The method employed to determine the gluten was the simple process of washing out the starch from the sample, drying and weighing. The starch was determined by conversion into glucose by sulphuric acid and titration with Fehling's solution.

In the discussion which followed all the speakers were of the opinion that it was impossible to obtain pure gluten flour, all of it containing more or less starch.

THE ASSAY OF EXTRACTUM IPECACUANHA LIQUIDUM. Harold Wilson, *Pharm. Journal*.

The use of lead acetate as a precipitant of the coloring matter, as directed in the B. P., leads to a loss of alkaloid, and in order to prevent this and simplify the assay, the author recommends the following process:

20 cc. of the strong liquid extract are diluted with 20 cc. of water, placed in a porcelain dish and the alcohol driven off by heating, and the mixture evaporated to half its bulk. To the cooled residue

To the Trade

We beg to notify the Drug Trade that we have been appointed the Agents for Toronto and vicinity of the

Davis & Lawrence Co., Limited, of Montreal,

AND

The Ottawa Truss & Surgical Co., Limited, Ottawa.

It is our intention to carry full stocks of the lines of the above mentioned companies in our establishment in Toronto, and would consequently solicit the patronage of the trade.

Our House still continues to be the headquarters for

SPONGES and CHAMOIS for the Dominion.

Saunders & Evans, Toronto.

Kindly mention this Journal when writing to Advertisers.

is added 1 cc. of dilute sulphuric acid, and the whole transferred to a separator, washing the dish with 20 cc. of water, adding the washings of the liquid in the separator. Add 10 cc. of ether chloroform, agitate, warm, run off and reject the ether chloroform layer, and repeat twice with the treatment. Add now 10 cc. of ether-chloroform and excess of solution of ammonia, agitate, warm, and run off into a tarred dish; agitate with two more similar quantities of ether-chloroform, adding these solutions to that in the tarred dish, evaporate the mixed solutions and dry the residue below 80°C. until of constant weight. The next weight will give the weight of total alkaloids.

From comparative assays made by this process and that of the B. P., it was found that there was always a loss of nearly 10% by the latter.

While teaching a class in Sunday school recently a teacher asked, "What was Noah supposed to be doing when the animals were going into the ark?"

She received several answers. At last a little girl put up her hand. "Well," she asked, "and what do you say?"

"Taking the tickets, miss," said she.

New Remedies.

EUDERMOL is the trade name applied to nicotine salicylate. It is recommended by Dr. Heimann in various skin diseases.

IRON ALGINATE is formed by combination of iron with alginic acid, a substance isolated from sea weeds by E. C. Stanhope. It is a tasteless, brown powder, the dose of which is 10 to 15 grains. It has been employed with success in anæmia and chlorosis.

SUGARINE is the commercial title applied to a new sweetening agent, (Methylbenzolsulfinide) which is said to be 500 times sweeter than sugar. It is obtained by saponifying toluolciansulphamid with potash solution, and precipitating with sulphuric acid.

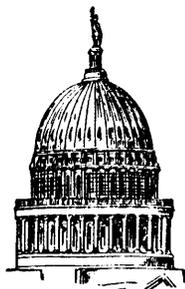
Judge:—"And what did the prisoner say when you told him you would have him arrested?"

Complainant—"He answered mechanically, yer honor."

Judge—"Explain."

Complainant—"He hit me on the head with a hammer."

Highly Satisfactory.



Early last fall this department abandoned the plan of producing its own Antitoxin and has since purchased in the open market, which arrangement has been very satisfactory.—*Report of Health Officer, District of Columbia, for '97.*

MULFORD'S Concentrated DIPHTHERIA ANTITOXIN

is now furnished exclusively by the Health Department, District of Columbia.

Let us Serve You Promptly and Advertise Your Trade.

This is the most Reliable Product; it yields the highest rate of recoveries, and is most generally employed. Exchangeable for fresh product at all times.

Write for Literature and Special Discounts.

H. K. MULFORD CO.,

Chemists,

PHILADELPHIA AND CHICAGO

Obituary.



MR. A. R. FRASER.

The above portrait will be recognized by a large number of the pharmacists of the country, and particularly by the younger members of the trade who passed through his hands, as examiner for the Ontario College of Pharmacy, and who with his many personal friends will mourn his early death. Mr. Fraser was born in Toronto 40 years ago, his parents residing on Alice St. until he was about five years of age, when they moved to the village of Durham, and his father engaged in business. At the age of 15 Alex. R. returned to his native city and found employment with the firm of Hooper & Co. as apprentice. At the expiration of his term he took the college examinations, after a course of lectures with Mr. Thos. Heys, (then conducting a private school on King St.) and stood highest in his class of August, 1877, carrying off the first

prize for general proficiency. Subsequently he returning to the employ of his preceptors. In the capacity of employee or owner he was connected with the Hooper business during the whole of his business career. In 1894 Mr. F. Holgate and he assumed proprietorship of all the Hooper & Co. interests, Mr. E. Hooper retiring. In 1896 a dissolution was effected, Mr. Holgate taking the King St. store, and Mr. Fraser that on Spadina Ave. His first public position was as associate of Mr. Heys in his school on King St. Twelve years ago he was appointed to a place on the examining board of the Ontario College of Pharmacy, a position he held almost continually during that period. Mr. Fraser's health began to fail last fall, the result of close application to business. A prolonged rest was unavailing to restore lost energy, and he gradually failed until the end came on Sunday, the 11th of Sept. A widow and two children mourn his death.

J. H. COMBE.

One of Huron county's pioneers and Clinton's most respected citizen passed away in the person of Mr. J. H. Combe, who died on Sept. 1st at his residence in that town. Mr. Combe was 75 years of age and had been in the drug business for over forty years and during that time had secured and held the esteem of all with whom he came in contact. His wife, three daughters and Capt. H. B. Coombe survive him.

HENRY TRIMBLE, Ph. M.

Henry Trimble, professor of Analytical Chemistry at the Philadelphia College of Pharmacy, died on August 24th. His death is a great loss to the College, as he was one of the hardest working members of the faculty, and a teacher of rare ability.

Prof. Trimble was born in Chester, Pa., in 1853, and in 1872 entered the drug business. After graduating from the Philadelphia College he took up special work at the University of Pennsylvania. In 1879 he was appointed assistant to Prof. Saddler, and in 1883 was made professor of analytical chemistry, which position he held at the time of his death. His specialty was the tannins, upon which he did an immense amount of work, part of which was embodied in the two published volumes of his work "The Tannins," the material for the third volume, which he collected during the past few years, being almost ready for publication at the time of his death.



SEELY'S

VIOLET ROYAL POWDER

For the Complexion.

An article of great merit.)o(Attractively Finished.
SOLD TO DRUGGISTS ONLY.

SEELY Manufacturing Co.,
DETROIT, Mich. WINDSOR, Ont.

NEWS ITEMS.

The great fire which destroyed the business portion of the city of Westminster, B. C., Sept 10th, wiped out the entire drug interests of the place. The losses as follows:

G. T. Burnett. Loss \$2,000. Some insurance.
D. S. Curtis & Co. Loss on stock \$4,000; on buildings \$24,500; partially insured.

Herring & Co. Stock \$2,000. No insurance.

T. A. Muir & Co. Stock \$6,500; insurance \$4,500.

Ryan & Co. Stock \$3,500; partially insured.

J. H. Combe of Clinton, Ont., is dead.

R. D. McMurray of St. Martins, N. B. is dead.

H. E. Stone, Fort Erie, Ont., has sold out to A. T. Elliot.

A. E. Fawcett, B. C., is about closing out his business.

Alfred Brunette, Sr., Montreal, has retired from business.

S. J. Mackey, of Winchester, Ont., is removing to Maxville.

C. H. Lowrie, Coboconk, Ont., has sold out to T. C. Fielding.

J. K. Patton, of Minnedosa, Man., has sold out to A. Macdonald & Co.

The Standard Paper Box Co. of Toronto are going out of business.

The Jayes Sanitary Compound Co. of Canada, Montreal, is registered.

W. N. Paris, of Waterford, Ont., has been succeeded by A. J. Cunningham.

Henry Meade, of Woodstock, Ont., has sold out to J. H. Nasmyth, of Stratford.

Mr. E. Miller is reported to have succeeded W. S. Fletcher of Greenwood City, B. C.

The Victoria Chemical Co., of Victoria, B. C. were sufferers by fire August 30. Estimated loss \$18,000; fully insured.

TORONTO NEWS.

The city druggists who were fortunate enough to have summer holidays are again back and at the grind. According to reports from all parts trade for the summer has averaged up better than for some years, the presence of such a large number of Americans being no doubt a leading factor in providing result.

Cheap fares on the railroads and the attractions of the Only Fair brought into the city our provincial confrères in large force. As one city traveller remarked "they are all in." Advantage of the oppor-

tunity was taken to drop in and pay their respects to the wholesale houses. Needless to say such visits are thoroughly appreciated by the managers of the different houses.

Mr. W. Sutherland, of the W. T. Strong Co., London, was in the city for a short visit.

Mrs. A. Moir Dow, Cor. Augusta Ave. and St. Patrick St., is at present on a visit to friends in the old country.

Mr. H. H. Lyman, of Messrs. Lyman, Sons & Co., Montreal, was a guest at the banquet tendered the Hon. Wm. Mulock, Postmaster-General of the Dominion, by the Imperial Empire League.

The Winsor-Barker Co., of Adelaide St., were granted a diploma by the directors of the Ottawa exhibition for an exhibit of pharmaceutical and toilet preparations. This company is rapidly adding to their line of fine toilet preparations.

Among the numerous visitors for the month we noticed Mr. Jas. R. Knox, of Messrs. Lyman, Knox & Co., Montreal. Mr. Knox was in the city attending the Methodist General Conference, and incidentally took in the sights at exhibition park.

The winter season is upon us, but as yet we have heard nothing of the Retail Druggists' Association. Is the organization entirely defunct? No city in the Dominion is so favorably conditioned for a good Line Association as Toronto, and still it appears impossible to keep such alive.

Mr. Frank Houpt of Detroit, Mich, has been the guest of Rev. Morgan Wood for a few weeks. Mr. Houpt took a leading part in movement to organize the retail trade for protection against the latest imposition by the manufacturers and wholesale jobbers of placing the whole burden of the Stamp Act war tax on their shoulders. Lack of unity and interest rendered the movement abortive.

By a decision of Judge Morgan the Auer Light people are "still on top." Their latest tussle was with the "Victor," a mantle sold by a company who started on King St. about a year ago. A test case was made of J. H. Collins, 382 College St., and it was agreed that this should decide in some forty others against whom writs were issued. An injunction was granted with costs and \$2.00 damage for each light used.

Mr. J. H. Mackenzie of North Toronto has moved from 1150 to 1160 Young St. The new quarters are more commodious and convenient than the old, which were becoming too cramped for Mr. Mackenzie's expanding trade. He was treated to a house-warming before finally vacating the old place. A fire started in a bakery next door and spread to the offices and sheds where part of the stock still remained.

It is gratifying to hear of the favorable impression made by the Ontario College of Pharmacy representative, Mr. J. H. Mackenzie, at the recent meeting of the A. Ph. A. in Baltimore. The College was happy in the selection and Mr. Mackenzie was fortunate in having as a travelling companion, Mr. W. Karn, of Woodstock. With a representative and eloquent team such as this, Ontario pharmacists will hold a higher place in the esteem of our American cousins in the future.

At the recent county assizes a juror was excused on a most peculiar plea. He declared that evidence of a harrowing nature was sure to make him ill, and Chief Justice Meredith excused his attendance. The case was that of Wm. Maxwell of Toronto Junction against Howell & Co., druggists, of Toronto. Maxwell asked \$5,000 damages. He had undergone an operation, and had been given a prescription calling for the use of carbonated vaseline. He alleged that the defendants had filled this prescription with vaseline, charged with crude carbolic acid. After some evidence had been taken, the case was dismissed by consent.

MONTREAL NEWS.

Mr. Baridon and S. Lachance have returned from a visit to the west inspecting some gold mine property in which they with some other pharmacists are interested.

Prof. Bemrose and J. E. Quipp have been sojourning in the mountains back of St. Agathe after the finny domains of the lakes. Prof. Bemrose has also added to his already nearly complete herbarium of Canadian plants, and renewed many of his old specimens.

Mr. H. H. Lyons, who bought out J. T. Lyons' interest in his branch store on St. Antoine St., has left for a trip to the States. Mr. Lyons has been attending so closely to business since he took charge that his health became affected, and his trip is for the purpose of recuperating and at the same time picking up business ideas.

Runaway horses and pharmacists seem to have a knack of getting together lately. Mr. Moore, the well known chemist of Evans, Sons & Co., and a member of the council, gallantly risked his life in stopping a runaway at Magog, where he has been spending his vacation. Happily no bones were broken, and Mr. Moore is being congratulated on his bravery.

The Bacteriology class reports splendid progress under Dr. Brûère. The members are quite enthusiastic over bacilli and diplococci, and streptococci and staphylococci, and all the other cocci, and can discourse most learnedly on the various methods of staining, mounting, etc. The pity is that the class is not larger, that more members of the profession do not show more interest in the strictly scientific aspects of pharmacy. The fall examinations will be held in Quebec on Oct. 18th. There will be a good sized class ready to try the ordeal.

Mr. A. E. Gravelle had a most unwelcome visitor last Saturday in the form of a runaway horse, which instead of coming in the doorway as he might have done, pranced through a large plate glass window, which was totally destroyed, as well as an elegant show-case, bottles, and everything else in the window. The horse was stopped only when the wheels caught in the frame of the window. There was the liveliest kind of a time on that corner for a few minutes till the fiery steed was finally subdued and led away, a possibly wiser but a certainly badly cut up animal. The loss will be between two and three hundred dollars, which the owner, a well known dentist, will have to settle up.

BRITISH AND CONTINENTAL NEWS.

A physician of Wigan, Eng., has been committed for trial for prescribing a pill containing croton oil and ext. ergot.

Edward Rider Cook, head of the firm of E. Cook and Co., soap manufacturers, and President of the Society of Chemical Industry in '91-'92 died on August 21.

A death from an overdose of sulfonal occurred at Kilburn, England, on Sept. 7th. At the inquest which followed it was brought out that deceased had taken about 75 grains.

London County Council have provided their four principal weights and measures inspectors with standard metric weights and measures. Now that such is provided the use of unstamped metric weights and measures is illegal.

Another "hair cleanser" fatality has occurred in England; this time Miss Lilian Tesla of Margate is the victim. After using a benzoline preparation she went too close to a lighted gas stove, and her hair caught fire and she was fatally burned.

The great Pharmacie Centrale de France recently had a narrow escape from destruction by fire; as it was, a large part of the establishment was destroyed, and for some time it looked as though the whole quarter would be burnt out. By the most strenuous efforts of the pompiers the fire was extinguished, after the engine room and part of the warehouses had been badly gutted.

THE EMPIRE.

The pharmaceutical council of Australasia have recommended to the government that Jan. 1st, 1899 be the date upon which the new B. P. comes into force.

It was anticipated in some quarters that the Egyptian occupation of the Soudan would liberate large quantities of gum Arabic stored in that region. Such expectations are doubtful of realization. From present indications the Soudanese gum trade when a factor will be a new industry.

The soda industry of Egypt is the next to feel the vivifying touch of the British influence in the land of the Pharaohs. The deposits at Wady-Nation pass from Egyptian government control to that of a private company, and the native product is soon expected on the Alexandrian market in competition with British alkali.

Relations between pharmacy and medicine in South Africa are somewhat strained, the old law of counter prescribing being the cause. Recently the Medicos endeavored to secure a conviction against a pharmacist and failed. They even approached the Attorney General to have him take the matter up, but he declined, and now they are seeking amendment to the act. The pharmacists have agreed to the following clause: "No person shall be entitled to medicinally treat persons by reason of the fact that he is a person licensed as an apothecary."

AMERICAN NEWS NOTES.

Greater New York has 1606 pharmacists, about the same number as in the whole Dominion of Canada.

St. Louis and Baltimore druggists are complaining of a scarcity of clerks. The low salaries and long hours of labor are probably the causes of such an abnormal state of affairs.

A drug apprentice of Boston, recently died from potassium chlorate poisoning. Being a choir singer he had used the drug to clear his throat. To the doctor he admitted having used about two thirds of an ounce in pellet form.

State and city associations still continue to pass resolutions condemning the action of proprietors of specialties and patents in raising the prices of their goods, which, as the druggists cannot increase the selling prices, compels them to pay the war tax almost entirely.

The Illinois Board of Pharmacy is being investigated by a committee of the State Association, in consequence of charges brought by Prof. Hallberg and R. C. Frercksen. As the two latter are fighters it is likely that there will be "hot times" before the end of the trouble.

The "Chemical trust," of which considerable has been heard of late, is not likely to materialize in the near future. At a meeting held in New York during the last week in August it was decided to defer action for the present and the meeting adjourned to "meet at the call of the chair."

Professor Hallberg of Chicago, was recently fined \$5.00 and costs on a charge of disorderly conduct laid by the attorney of the State board of pharmacy. The professor's offence was in giving the attorney a piece of his mind regarding the board's vexatious and harassing litigation against chemists.

On Sept. 5 the great warehouse and retail establishment of Eimer & Amend was destroyed by fire, which originated in the second floor. Mr. Amend and a number of clerks were in the retail department preparing to finish up the day's work, when an explosion occurred and in a few moments the whole building was in flames. The building, which was supposed to be fireproof, was almost entirely destroyed. The loss on the stock will amount to over \$100,000.

"Well Pete, what do you want overtime for?"
"I dreamed about me work, sir."

Timid Old Maid: "I hope, driver, you will not run away with me!"

Driver (reassuringly): "No, mum—I'm married."

Market Report.

TORONTO, SEPT. 6.—There is general complaint of dullness, attributed to hot weather, but when analyzed trade is found to be fairly good as to volume and the general tone is confident. Quinine is in slack demand, but unchanged in price, the last two bark sales showing scarcely any variation. In opium there is little doing in druggists' qualities, but high grades used by morphine makers are quite firm. Phenacetine has had a terrible tumble, and phenazone, alias antipyrin, Knorr, is in like case. Borax and bovic acid are expected to advance, as the result of negotiations now going on. Citric acid holds firm. Tartaric and cream tartar are a little off at the moment. Sulphonal in better supply. Ammonias continue to advance. In balsams, copaiba is higher, Peru, Tolu, and Canada easier. Bromides and iodides steady. Glycerine looking up. Cod liver oil is quiet. Peppers, white, black, and red, are steadily going higher. Gingers of good quality scarce. Cloves, lower at the moment, are much above price of a year ago. Pimento firm and steady. Menthol and English oil peppermint are dearer. American oil is unchanged. Canary, hemp and mustard seeds are in better position. Linseed oil steady. Spirits turpentine steadily advancing. White lead still firm.

TORONTO, SEPT. 27.—Trade is seasonably active, and changes are not important. Last three bark sales were without change, and manufacturers' prices for quinine are steady. Some old lots in second hands are shaded, but do not affect the general market. Opium is firmly held, although bears in New York endeavored to sell the market down. Norwegian cod liver oil attracts more attention; prices are hardening. Shellac is bringing more money. Camphor is firm. Cream of tartar and tartaric acid are cheap. Otto of rose lower. Alcohol is quoted at 33 cents per gallon in bond in London, but the tariff makes it come rather higher in this market. Senna, saffron, myrrh, and chamomiles are dearer. Mercury is expected to decline, but so far mercurials are unchanged. Rothschilds are negotiating with the Spaniards for a loan on the Almaden mines. Nitrate silver is advancing. Spain and India buying bullion freely. The crop of oil of peppermint is small, but good supplies were left over from last season. Castor oil is steady, some holders looking for an advance. Iodides and bromides are unchanged. Phenacetine and antipyrine, alias phenazone, are away down. Sulphonal still rather scarce. Spirits of turpentine fluctuates within half-cent limit. Linseed oil unchanged. White lead is easier in England, unchanged here.

THE GRIFFITHS MACPHERSON CO.

This company have an important item of information for their patrons, and they convey it through the medium of their advertisement on page 112 of the JOURNAL. It will pay you to comply with their request. Such a course has been financially beneficial to others; why not share in the good things going?

CHANGE OF PRICE.

The Toronto Pharmacal Company has raised the price of their four ounce size of castor oil cream to \$1.20 per dozen, the six ounce remaining as before, \$1.50 per dozen. The four ounce size is neatly cartoned and wrapped, the six ounce being without wrapper or carton.

FOR SALE,

Drug Business, now conducted by Wilson Barr, on the most prominent corner in the city of Hamilton, which can be made the best city drug business in Canada. Our main store demands our entire personal attention. Apply,
 PARKE & PARKE, Hamilton.

WANTED

to buy a pair of good Prescription Scales. Troemners or Torsion Balance preferred.
 J. A. WALLACE,
 Chemist, Brant'ord.

WANTED

Position by a young man, an honor graduate of the Ontario College of Pharmacy and Phm. B., (Tor.) 1898, Over six years experience; best of references and recommendations. Address
 H. E. MIDDLEBRO',
 Owen Sound,
 care of J. F. MCCALLUM.

Wanted, and at Once,

12 Travelers, and 12 Advertising Men; young and full of get up. No late sleepers. We want men who know how to catch a train, or who will learn how. No visitors allowed on our staff. Can you fill this bill? If so, write, enclosing stamp for reply. Give references.

Address

DR. ALLISON KIDNEY BUD MED. CO.,
 Lock Box 704, Detroit, Mich.



STAMPS BOUGHT AND SOLD. 100 different, 20c; 200 different, 60; 100 mixed, 27c; 35 mixed stamps, 60c. Price lists free, also copy *Canadian Philatelic Magazine*, (25c a year), monthly. Stamps bought, and collections. 50c per 100 paid for 5c, 6c, 8c, and 10c current issue. WM. K. ADAMS, 401 Yonge St., Toronto.

PRICES :: CURRENT.

CORRECTED TO OCT., 1898.

The quotations appended represent average prices in the Toronto and Montreal Markets, 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:

Acetanilid,	lb	\$0 50	\$0 55
Acid, Acetic,	lb	10	13
Arsenious, lump	lb	25	27
Commercial	lb	10	10
Benzoic, Eng., (from benzoin)	oz	15	20
German	oz	7	10
Boric	lb	10	12
Carbolic, Crystal, super. ..	lb	35	40
Commercial	lb	25	30
Crude	gal	50	80
Citric,	lb	45	48
Gallic,	lb	90	100
Hydrobromic	lb	30	32
Hydrocyanic,	oz	8	10
Lactic, concentrated	lb	1 25	1 60
Muriatic,	lb	4	5
chem. pure	lb	18	20
Nitric,	lb	10	14
chem. pure	lb	20	25
Oxalic,	lb	10	12
Phosphoric, syrupy	lb	50	60
dilute	lb	12	15
Salicylic	lb	65	70
Sulphuric,	lb	2	5
chem. pure	lb	16	22
Aromatic,	lb	50	55
Tannic,	lb	70	80
Tartaric, powdered,	lb	30	37
Alcohol, pure, 65 o.p. by bbl. cash	gal	4 50	00
by gal	gal	4 90	5 00
Methylated	gal	2 00	00
Alcohol, wood	gal	1 75	1 60
Allspice,	lb	11	13
Powdered	lb	13	15
Aloin,	oz	25	30
Alum,	lb	2 1/2	3
Ammonia, Liquor, 88o	lb	10	12
Aromatic Spirits,	lb	52	55
Bromide	lb	00	85
Carbonate,	lb	11	13
Chloride, powd.	lb	11	13
Chloride, pure, powd.	lb	25	35
Iodide,	lb	5 75	6 50
Nitrate,	lb	35	40
Amyl Nitrite	oz	15	20
Antipyrine,	oz	50	00
Antimony, black, powdered ..	lb	10	13
and potas, tart,	lb	35	40
Liver,	lb	20	25
Apomorphia,	gr	5	5
Arrowroot, Bermuda	lb	30	45
Jamaica	lb	14	15
Aristol,	oz	1 85	2 00
Arsenic, Donovan's solution ..	lb	22	25
Fowler's solution	lb	7	8
Atropine Sulphate	dr	70	00
Balsam, Canada,	lb	40	50
Copaiba	lb	60	65
Peru,	lb	3 00	3 20
Tolu,	lb	70	75
Bark, Bayberry, powdered ..	lb	15	18
Canella Alba	lb	15	18

Cassia,	lb	15	20
ground	lb	18	28
Cascara,	lb	15	20
Cinchona, Red,	lb	50	60
powdered,	lb	60	70
Calisaya, yellow	lb	20	25
pale	lb	35	50
powdered	lb	30	35
Elm, selected,	lb	15	20
ground	lb	18	22
flour, packets	lb	28	30
Prickly Ash,	lb	20	25
Sassafras,	lb	15	16
Soap Tree, cut	lb	13	15
" " grd.	lb	18	20
Wild Cherry	lb	10	12
Bean, Calabar	lb	45	50
Tonka,	lb	1 00	2 75
Vanilla	lb	9 00	12 00
Berry, Cubeb.	lb	20	25
powdered	lb	25	30
Juniper	lb	6	8
Bismuth, Sub-carbonate,	lb	2 10	2 15
Ammonio Citrate	oz	25	30
Iodide	oz	40	45
Salicylate,	oz	20	25
Sub-Nitrate	lb	1 70	1 80
Liquor,	lb	30	35
Borax,	lb	4	5
powdered,	lb	4	5½
Butter, Cacao	lb	50	55
Caffeine	oz	40	45
Citrate	oz	35	40
Camphor, English	lb	45	50
American,	lb	45	50
Cantharides,	lb	1 00	1 25
powdered,	lb	1 25	1 50
Capsicum,	lb	18	20
powdered,	lb	25	30
Carbon, Bisulphide,	lb	16	20
Cerium Oxalate,	lb	1 20	1 60
Chalk, French, powdered	lb	6	10
Precipitated	lb	10	00
Prepared,	lb	5	6
Chloroform, pure	lb	1 10	1 20
D. & F.	lb		2 00
German	lb	60	65
Chloral hydrate,	lb	1 10	1 20
Cinchonine, Muriate,	oz	23	25
Sulphate,	oz	27	30
Cinchonidia, Sulphate	oz	30	35
Cloves,	lb	12	15
powdered,	lb	15	20
Cocaine, Mur.,	oz	3 50	3 75
Cochineal, S. G.,	lb	55	60
Black,	lb	50	55
Codeine	oz	4 75	5 60
Collodion,	lb	60	65
Confection, Senna	lb	25	30
Copper, Sulphate	lb	4½	6
Copperas,	lb	¾	2
Cotton, absorbent	lb	32	70
Cotton Seed Oil	lb	65	75
Cream Tartar, powdered	lb	20	24
Croton Chloral,	oz	35	40
Creolin,	lb	50	60
Creosote, Wood	lb	1 10	2 30
Cudbear,	lb	18	20
Cattle-fish Bone,	lb	20	30
Epsum Salts, see <i>Magnesium Sulph</i>			

TURKISH DYES, TURKISH DYES, TURKISH DYES.



To the Trade

We desire to call the attention of the trade to the above package dyes, which have been on the market for the past 9 years. The sales have increased wonderfully in that period, and they have given every satisfaction, both to retailer and consumer. Every LIVE DRUGGIST handles Turkish Dyes.

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Special to Retail Druggists

Common Sense Exterminator

ROACHES AND BED BUGS.

Only infallible remedy known. Expressly for the destruction of these, the greatest pests in the world. Once used, always recommended—never fails. Price—25 cts., \$1.75, 50c., \$3.50, \$1.00, \$8.00 per doz.

COMMON SENSE EXTERMINATOR

FOR RATS AND MICE.

Free from poison, not dangerous to man or beast. DEAD RATS make no smell, as this preparation eats up flesh and bone before decay sets in. Four sizes—Price, 15c., \$1.25c., \$1.75, 50c., \$3.50, \$1, \$8 doz. Above goods advertise themselves. Sold by wholesale druggists generally. Manufactured by—

COMMON SENSE MFG. CO.,

523 King St. West, TORONTO, Ont.

Ergot,	lb	40	50
Ether, Acetic	lb	60	70
Nitrous, Spirits	lb	47	95
Sulphuric, 725,	lb	30	35
Eucalyptol,	oz	16	20
Exalgine	oz	1 20	1 25
Extract Belladonna,	lb	1 60	2 00
Colocynth, Co	lb	1 00	2 00
Gentian,	lb	50	60
Hemlock, Ang.,	lb	1 25	1 50
Henbane, "	lb	3 50	3 75
Jalap,	lb	2 00	2 50
Logwood, bulk	lb	13	14
pockages,	lb	15	18
Mandrake,	lb	1 75	2 00
Nux Vomica,	oz	25	35
Opium,	oz	75	85
Rhubarb,	lb	4 00	5 00
Sarsa. Hond. Co.,	lb	1 00	1 20
Sarsa. Jam. Co.,	lb	2 25	3 00
Taraxacum, Ang.,	lb	80	85
Flowers, Arnica,	lb	15	20
Chamomile,	lb	20	25
Lavender,	lb	13	15
Formalin,	lb	35	50
Fuller's Earth, powd.	lb	5	6
Galls,	lb	21	25
powdered,	lb	25	30
Gelatine, Cox's 6d	doz	1 20	1 25
French,	lb	38	60
Glycerine, 39°,	tin or lb	16	20
Price's,	lb	60	65
Grains Paradise, powdered	lb	30	35
Green, Paris,	net lb	17	19½
Gum, Aloes, Barb,	lb	15	25
Aloes, Cape,	lb	16	00
powdered,	lb	27	30
Socot,	lb	45	50
powdered,	lb	70	75
Arabic, select,	lb	45	60
" powdered	lb	50	90
sorts,	lb	25	30
powdered	lb	25	35
Asafoetida,	lb	25	35
Benzoin,	lb	50	75
Catechu,	lb	17	20
powdered,	lb	25	30
Gambog,	lb	60	00
Guaiacum,	lb	30	75
Myrrh,	lb	40	45
Opium,	lb	4 40	0 00
powdered,	lb	5 50	0 00
Scammony, powdered	lb	6 00	0 00
Shellac, orange	lb	25	35
bleached	lb	45	50
Storax,	lb	45	75
Tragacanth, flake,	lb	90	1 00
common,	lb	65	75
Herb, Chiretta,	lb	35	00
Goldthread, in ozs	lb	80	90
Horehound, in ozs	lb	18	20
Lobelia,	lb	18	20
Honey, Canada, best,	lb	11	13
Hops,	lb	15	18
Hydrogen Peroxide, C.P., Harvey's, No. 1, doz 7 50			
" " " " No. 1 X. doz 5 00			
Ichthyol	oz	35	40
Indigo, Madras,	lb	80	85
Insect Powder, pure	lb	27	30
Iodine, commercial,	lb	3 50	4 00

If You Want Rubber Goods

with special brands, and your name and address marked on the package, we shall be glad to receive your orders.

Atomizers,
Fountain Syringes,
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Combination Fountain Syringes,
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\$500 for a Belladonna Plaster Test.

It has come to our knowledge that certain manufacturers have placed upon the market Belladonna Plasters which are made to show a high test for alkaloids, but which it is openly stated are not made of Belladonna, but of other drugs. (See Proceedings A.P.A., 1890, page 155, also American Journal of Pharmacy, April, 1898, page 182). We are also in possession of facts that tend to show that Plasters made strictly in accordance with the Pharmacopœia, containing a proper portion of extract of Belladonna, from the Laboratories of the most reputable Pharmacists in the world, such as Allen & Son, London; E. R. Squibb & Sons; Parke, Davis & Co.; Lloyd Bros., Cincinnati, are condemned by certain analysts as being below the Pharmacopœial Standard.

We are also aware that Belladonna Plasters contain little or no Belladonna, but stuffed with alkaloids for show assay, are accepted as conforming to the Pharmacopœia. We are also aware of the many difficulties and the lack of uniformity in the chemical assay of Belladonna Plasters, especially in Rubber Compound. (A recent published report of an assay by several analysts shows a variation of several hundred per cent. as applied to the same sample of Belladonna Plaster.)

In view of the uncertainty and unreliability of chemical tests commonly applied to Belladonna Plasters, and in view of the fact that they are of little value to the druggist or physician, who is unable to verify or disprove them, we are led to make the following offer:

We will pay \$500 for the best process of testing Belladonna Plasters, adapted to the use of the druggist and physician possessed of ordinary intelligence and faculties, which will show:

1. Whether a given sample of Belladonna Plaster is made of Belladonna, or is compounded from some other drug or drugs, or filled with mydriatic alkaloids for assays or other purposes.

2. Whether or not a given sample of Belladonna Plaster conforms to the Pharmacopœial requirements. In other words a process which will enable any buyer or prescriber to judge of the reliability of the Belladonna Plasters on the market.

Further details and information as to this award will be made upon application. The award will be made by a committee of Pharmaceutical and Medical Authorities to be hereafter named.

Johnson's Belladonna Plaster is made of Belladonna; it conforms in strength of drug to the United States Pharmacopœia (incidentally to the B.P. 1885.)

We are desirous of securing a process that can easily be applied and that will convince buyers of Belladonna Plasters of the accuracy of this statement.

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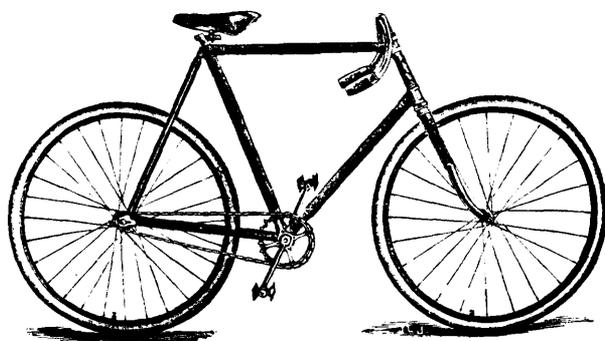
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Fourth Annual Bicycle Races



will take place at Rosedale Athletic Grounds on
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The Events:

- 1st Race—One Mile. Open to Employees only.
- 2nd Race—Half mile. Open to Employees only.
- 3rd Race—Three Mile Handicap.
Open to Retail Druggists, Drug Clerks and O.C.P. Students.
- 4th Race—Ten Mile Handicap. Open to Employees only.

We extend a hearty invitation to all Druggists, Drug Clerks and O. C. P. Students, to be present at above races, and any and all are invited to take part in the Three Mile Handicap. Entries will be received until Oct. 5th.

Come and bring your lady friends with you. All will be welcome.

The Committee of

The LYMAN BROS. & Co., Limited,

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