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Canadian Druggist

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

VOL. XII.

TORONTO, NOVEMBER, 1900.

No. 11

Canadian Druggist

WILLIAM J. DYAS, PUBLISHER.

Subscription \$1 per year in advance.

Advertising rates on application.

The CANADIAN DRUGGIST is issued on the 12th of each month, and all matter for insertion should reach us by the 5th of the month.

New advertisements or changes to be addressed

Canadian Druggist,

TRADERS' BANK CHAMBERS
63 YONGE STREET,

TORONTO, ONT.

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Displaying Stock.

The harmonious displaying of stock is an essential feature of business advertising, which should not be lost sight of by any business man who has goods to sell. In the case of the druggist harmonious display is of more importance than special display, although, as far as his window is concerned, special display is of considerable importance also.

Neatness and order are the main things to be considered in the display, as the artistic taste of the individual will show itself in the manner of arrangement and cannot be given by any means of suggestion.

It has often been said that goods well bought are half sold, but it might as truly be said that goods well displayed are sold regardless of their buying.

The difference between an orderly stock and a disorderly one, might be compared to the difference between an orderly person and a disorderly one, as the average intelligent, self-respecting individual will avoid the two latter in either case.

The main object in displaying stock is to make it alluring and attractive. The seller wants to sell his goods as he is aware that the buyer will buy from some source similar goods to those he has in stock, he seeks to so display his that they will prove more seductive than his business opponents. The term used to describe the new form of show case, "the silent salesman" is a good one and we are confident that the merchant who can arrange his stock in it in the most artistic manner, will find it to be one of the most effective salesmen he can employ.

Good display is good advertising and good advertising is the best method of inducing, securing and retaining trade which has yet been devised. Good buying is a display of good judgment and good selling is a display of tact that utilizes every fair means of disposing of stock that the public can use. One alone

will not assure success, but the two are bound to secure it.

Human nature is so constituted that the most attractive things secure the most attention and the business man who fails to benefit by this fact, lacks the judgment necessary to make the most use of it. He fails because he deserves to.

Business Building.

Of the many successful businesses which have an extended reputation but few could be mentioned as having been originally established by the aid of large means. The majority of businesses of a trading character have been built up by knowledge, enterprise, industry and economy. Means may be valuable, but business history has not proven it to be, unless placed in the hands of men who would have succeeded without it.

To secure success, certain things are essential. The man must understand his business, and not be above it. All business is honorable which is honorably conducted. He must be an energetic and persevering worker, as the active business world has no use for drones in the hive; he must make the opportunities that are to contribute to his success, as, if he waits for something to turn up, he will be sure to let the something pass by without being aware of it.

The man who is continually dreaming of a future never has one, as the present alone provides for the future, and the end is never reached but by a beginning. The true man of business must be enterprising, thoroughly alive to his chances, and make the most and best of those that present themselves. He must be economical, as no matter how able he may be to make money, if he is not able to save it, he has accomplished nothing.

The combination of talents here mentioned are, to a greater or less degree, within the power of every person to make use of, and the user who will zealously be guided by them will be sure to develop into a successful business builder.

Use of Calendars.

The remarkable increase of the use of calendars by the retail druggists of Canada teaches a lesson which is worthy of careful consideration. It is this:—that the recipient accepts them as an acknowledgment that his patronage has been appreciated during the preceding year. Appreciation is the word which the calendar signified, and when we pause to think that we all value this term in its application to our business dealings with those from whom we buy, we can understand how it affects our patrons also.

It seems to be quite an outlay, fifty to one hundred dollars as the case may be, but when we reflect that the giving of a calendar, costing us ten, twenty or twenty five cents each to our customers may be the means of securing as many dollars' worth of trade from them during the succeeding year, the outlay loses its appearance of gift.

In using calendars it should not be lost sight of that a nicely-worded phrase printed on it may enhance its value very much in excess of the additional cost. The common phraseology—"With compliments of" is all right, but we think a more lengthy expression would not come amiss, for instance:—"We have appreciated your patronage during the past year and are confident our sense of the value of your trade to us during the year upon which we are entering, will not diminish," or;—"In tendering this with the seasons' greeting, we desire to express the hope that each year's dealing may inspire in you greater confidence in our ability to serve you well" or:—"In tendering this with the season's greetings, we desire to remind you that we want to cater to your needs, when in health for your comfort, and in sickness for your safety."

These, or similarly worded phrases would, we think, emphasize the intention of the calendars, and by the nicely-veiled wording convey our hopes and expectations to the recipient.

The cost for additional printing will not be material, and will, we hope, make them more productive to our drug friends who use them.

Friendly advice in business is all right, but your own intelligence is better.

The more you practise self-reliance the more capable you become in thinking and acting for yourself.

Stock Keeping.

There is no feature of the business of the retail druggist which is of more importance than the keeping of stock. The physicians, who may be reasonably expected to patronize you, must feel assured that what they want to prescribe can be furnished at a moment's notice, as their skill and reputation may depend upon your ability to supply, what, in their judgment, will be the best thing to administer. It won't do for you to be obliged to inform the doctor that you are just out, as in such a case, he is either compelled to prescribe something else with which he may not feel so well satisfied, or else apply to another druggist for what he wanted to obtain from you. Many physicians are in the habit of stocking certain special preparations which they favor the use of, because they find it difficult to obtain them regularly from the average druggist. Apart from this, the idea that a druggist is habitually careless in stock-keeping, creates the suspicion in their mind that a substitute is frequently dispensed when a specific article ordered is found to be short. The best and the only way to secure the confidence of a physician is to give him exactly what he prescribes, and, as far as possible, to have it always in stock.

The appearance of a druggist's shop-bottles always indicates his habits in stock-keeping. There is not one druggist in fifty who will go into his confrere's establishment without noting the manner in which his shop bottles are filled, and without paying more or less attention to those which are empty. The multiplicity of articles which the druggist is obliged to keep track of and the number of them of which he only wants to keep a small quantity, demands, on his part, most careful and systematic attention. A "want book" is an absolute necessity and each person in his employ must be drilled into the habit of noting in it articles which may be coming low in stock. Not only should the last user of an article be the one expected to note its shortage, but the proprietor or head clerk should look carefully over the stock most in use, regularly each day or so, so that omissions may not be lost sight of. Even with the exercise of the greatest of care, the druggist is sure to have demands which he cannot at all times possibly fill. These may be aggravating but are excusable, if the article in question has never been kept in stock, but when an article has

been in stock, the only excuse which can be given is negligence or inability to purchase; the first is an evidence of want of attention which should never characterize a careful druggist, and the latter denotes commercial weakness which is most unfortunate. The man who can keep stock up to its proper point should do so and the man who cannot do so should consider the advisability of getting out of a business which he is unable to cope with.

A Hint.

In a little publication called the *Bull Dog*, is some exceedingly good advice offered to its readers. An example of this is the following: If every merchant in the land would paste the following words in his hat and then conscientiously live up to their meaning, there would be fewer unpaid bills and failures: "Put yourself in his place." Treat every would-be customer with courtesy and consideration. Always be thinking "How would I like to be served if I were in his place," and then go and serve him. In that way it would subdue your little nervous spells and fits of irritation, teach you mental discipline, and create an ever-growing number of believers in your methods.—*Exchange*

Druggists as Parliamentary Candidates.

The two members of the craft who presented themselves as candidates for the House of Commons at the recent elections were both unsuccessful. They were Mr. E. D. Martin, wholesale druggist, Winnipeg, Man., and Mr. J. E. Campbell, retail druggist in North Bruce. Both were Liberal candidates.

The Production of Turpentine in India.

This is likely before long to become an important industry in India. The Punjab Government have recently sanctioned the establishment of a factory for the distillation of the crude resin, the experiments in the Dehra-Doon Laboratory and in Kranga having convinced the Forest Department that production on a very considerable scale is possible. In the Kranga Valley forests alone, last season, some 1,200 mounds of resin were collected.

Dr. Smellie, of Fort William, Ont., and J. W. Crooks, of Port Arthur, Ont., have formed a partnership, under the firm name of J. W. Crooks & Co., and will carry on drug business at Fort William and Port Arthur.

Second Quality Vaseline

Size No. 1,
\$3.25 per Gr.

“

“

“

Size No. 2,
\$6.50 per Gr.

These goods are said to “fill a long-felt want.” They are put up in bottles of the same style and size as those used for our Blue Seal Vaseline, and similarly packed in boxes of one-gross and one-dozen, respectively. They are admirably suited to sell in conjunction with our Blue Seal Vaseline where “something cheap” is sometimes demanded.

ALSO

Blue Seal Pomade

No. 1 size bottles,
\$9.00 per Gr.

Packed without cartons in quarter-gross boxes.

CHESEBROUGH MANUFACTURING CO., (Consolidated)

823 Craig Street, MONTREAL.

OUR Province's particular prosperity induces bright hopes for

GOOD TRADE

FALL and WINTER

We trust they will be fully realized.

Your correspondence is solicited, and by prompt, careful attention to your matters we hope to win increased connection as well as a continuance of the handsome patronage which we have gratefully enjoyed during the past seasons. -

Hopefully yours,

The ELLIOT & CO., Limited

5 Front Street East, - - - Toronto, Ontario.

We do the Advertising

You can't THINK customers into your store. They don't come that way. Somebody has to do som thing. In this case we're that somebody.

But you needn't even bother to think! We will do the advertising for you. We will send the customers. All we ask of you is to give them what they ask for.

By the way, when you stand behind your counter selling a bottle of Scott's Emulsion, remember you can safely stand behind that too. For a quarter of a century we have stood behind the statement that

SCOTT'S EMULSION

is the most pleasant, the most effective and the most saleable of any preparation of cod-liver oil.

How much cod-liver oil did you sell last year? All kinds, all sorts? Would you have sold one-twentieth as much if we had not educated the public regarding its remarkable curative properties? We have been sending you these customers for 20 years. We are going to send you more than ever. We are going to continue our work of education, too, until nineteen-twentieths of your cod-liver oil customers will ask for Scott's Emulsion. We will send you the customers; just give them what they ask for.

SCOTT & BOWNE, NEW YORK

FIRST QUALITY.

ANTIQUÉ FINISH.

MODERATE PRICE.

“Duchess”

The “DUCHESS” series of Fine Stationery is the favorite with the public. If you have a demand for Note Paper, Envelopes, Papeteries, Fancy Sealing Wax or Initial Seals, write for Samples of our “DUCHESS” series. Four sizes of paper, with Envelopes to match.

ALBERT.

OCTAVO.

BOUDOIR.

REGENT.

Warwick Bros. & Rutter

MANUFACTURING STATIONERS

TORONTO

CORRESPONDENCE.

We do not hold ourselves responsible for the opinions or statements of our correspondents. All druggists are invited to use these columns for anything of importance to the trade. Every communication must be accompanied by the writer's real name and address, but not necessarily for publication.

Editor of THE CANADIAN DRUGGIST:

DEAR SIR,—Will you kindly listen to my "Tale of Woe," and if you think it of sufficient importance to the "Brethren of the Mortar," publish it in your next issue.

I had an instance the other day of how much the manufacturer wishes to keep the good-will of the retail druggist: A country storekeeper came in and asked me what I could let him have Ozone for per bottle. Knowing he wanted it for stock I quoted him 75c. per bottle, \$9 per dozen. Now what do I find in the course of conversation—he had written the Ozone Co., whose answer was that they would be glad to supply him at \$8 per dozen—the regular wholesale price to retail druggists.

In your article on co-operative buying direct from manufacturers you give the retailers some soundbaps which they do not altogether deserve. Rather let your condemnation fall upon the manufacturers who tempt the retailer to buy from them direct instead of through the jobber for they always do give retailers extra inducements. Take Shiloh's Cough Cure, for instance. If they can secure you for a \$100 order, they give you about three dozen free besides the usual advertisement schemes. Hutch people also did the same thing.

Let the jobbers get after the manufacturers, if possible, not the retailers. If I know that I can buy three gross of an article which is a good seller from the manufacturer direct and get either ten per cent. and five per cent. off and five per cent. for thirty days, or if not a discount a free gift of one, two or three dozen, while, on the other hand, I know I could not get either of those inducements from the jobber, is it not human nature and also good business to buy from the manufacturer? Therefore give the manufacturer his due and let him bear the blame.

Again, how can manufacturers expect us to be friendly to them when they advertise their goods "for sale at all druggists or from them on receipt of price," while on inquiry the druggist finds that any Tom, Dick or Harry of a little four-corner grocer can get the goods

direct at wholesale prices? This is not confined to the manufacturers alone for I know perfectly well that the jobbers, as a rule, do the same thing. I do not care whether these country storekeepers get their goods direct or from the jobber, but what I do object to is their getting them at the same price we pay. The jobber and manufacturer would sell just as many at \$9 a dozen as at \$8, and if that were done it would give us a chance to "live and let live" as you advise under co-operative buying.

Yours truly,

RETAIL DRUGGIST

Barris, Oct. 26, 1900.

Editor of THE CANADIAN DRUGGIST.

DEAR SIR,—A correspondent (?) in the issue of last month of one of your contemporaries, by virulent innuendos attacks not only the college faculty, but also the council and examining board, and thereby reflects upon every graduate and medallist who claims the "O.C.P." as his *alma mater*.

Since this correspondent is looking for a prototype of the "Heathen Chinese," I think he might be cast for that character himself, as he is certainly playing at a game he doesn't understand.

First, he blames the dean for the shortcomings of the council in not providing sufficient reading material and seating accommodation for the class, although I believe he has repeatedly urged this matter on the governing body. This takes up one column of most valuable space.

He then takes exception to the way assistants are appointed, and while he has not the courage to charge any wrongdoing on the part of the dean or the examiner in dispensing, suggests several reasons why the students apply for the several positions in the gift of the professors. It is with these I wish to deal, and let it be understood that during my college days I did not apply for any of the assistants' help (pharmacy, practical chemistry, theoretical chemistry nor materia medica), so that it cannot be charged that I have myself and actions to defend. After expressing fear lest the dean think them lazy if they do not apply, he says, or wishes us to infer, that no assistant ever fails on the examination in junior term. How many students of the whole class ever do? Yet I know of six assistants in pharmacy who have been ploughed under.

"And, thirdly, that the dispensing medal always goes to one of the dean's assistants." And this is where Mr.

"Heathen Chinese" shows a lamentable ignorance of the game, for in nine years only one pharmacy assistant landed the prize, viz., in 1899.

While I am speaking of failures and successes, I would like to say that the percentage of failures is just as great among the assistants as the percentage of the whole class. When were 33 per cent. of the class plucked? Yet in '94 and '95, the year preceding my own, that happened to the assistants; also in the year "Hamilton, 1900," honored with his august presence.

"Among the assistants are always some of the class officers." Whether he wishes us to take this as merely a coincidence or as the result of design, he does not say, but lest the latter be the case, I would point out that in the nine years preceding '00 there were but five class officers—three presidents and two secretaries—who were also assistants in pharmacy. It is but the summing up of what I have already pointed out, and what I am prepared to substantiate, to say that not one single charge in this two column letter has any foundation in fact.

In conclusion, let me suggest that prudent editors sometimes verify the correctness of their correspondents' statements before admitting them to their columns.

Thanking you, I am,

Yours sincerely,

W. J. GREENSHIELDS.

Guelph, Oct. 31, 1900

The "German Bill."

There is war in the province! the doctors all
arm!

The noble profession shows fear and alarm!
They demand legislation—the great "German
Bill,"

Which the druggists must swallow as neat as a
pill.

Yes, 'tis war to the knife! for the doctors have
found

That the druggists are treading on sanctified
ground,

And are drawing the dollars from Tom, Jack and
Jill,

Without a prescription for tonic or pill.

This great "German Bill" contains powder and
shot

Which the medicos mean to rain savagely hot
On the druggists who advertise, sell or expose
Their own preparations for physical woes.

The languishing Sawbones, a law they would
make,

And from each hard-worked druggist a thousand
would take

For a license to sell our own tonics or pill,
For the cure of a headache or commonest ills.

Shall we endure this oppression? obey their
command?

Or relinquish our rights guaranteed by the land?
Or shall we go forth to the battle with zeal,
To give them a taste of our strength and our
steel?

Our members of Parliament should come to our
aid,

And smother the bill that the doctors have made
To make vassals of people who now are free
And as happy, contented, as people can be.

—DRUGGIST

New Remedies.

PYROCATECHIN which is now so popular as a developer, is now being put on the market by E. Merck, Darmstadt, in the form of a compact heavy crystal. This is found to have the advantage, being more convenient to handle than the resublimed form, while being identical in constitution and developing power.

CHRYSOPHANIC ACID is now being prepared by E. Merck by a new and improved process which yields a prominently high grade of purity in beautifully bright color.

STYPTICIN is a new remedy prepared by E. Merck, having a prompt styptic with potent sedative action. It is a derivative of the opium alkaloid narcotine, and is in the form of a crystalline powder, of the color of sulphur, dissolves freely in water and has for its formula $C_{12}H_{14}NO_3Cl$. It is used as an uterine hamostatic and also has sedative and analgetic properties. It is also put up in tablet form of one grain each, the dose being one tablet five or six times a day

Stypticin is the hydrochloride of a derivative of narcotine, which is called cotarnine.

Menthosol has been so named by Logueki, and consists of a mixture of parachlorphenol, and menthol, but the proportions are unknown. It is a viscid liquid, possessing an odor and taste similar to that of parachlorphenol. It is to be used both internally and externally as an antiseptic.—*Pharm. Zeitg.*

PYROCATECHIN.—Mr. E. Merck has succeeded in devising a method of manufacturing pyrocatechin in heavy crystals, which is much more convenient to handle than the ordinary form. The developing properties are identically the same as with resublimed pyrocatechin.

IODEIGON.—This new remedy, a substitute for iodoform, is put on the market in three forms. (1) Iodeigon iodised albumin; this contains 20 per cent. of iodine, is insoluble in water, and is used for external application. (2) Sodium iodalbuminate. (3) Pepto-iodeigone. The two latter preparations contain about 15 per cent. of iodine, and are free from uncombined iodine and sodium iodide. They may be used for either internal or external medication.—*Pharm. Post.*

BASICIN.—A patented preparation containing caffeine and quinine. It is claimed

to be stronger than quinine alone and produces none of the undesirable effects of the latter when administered either by mouth, subcutaneously or per rectum. The dose of basicin is 0.1—0.2 gm. (1.5—3.0 g.) A basicin oil is also prepared, containing 5 p.c. of basicin in 37.5 p.c. of chloroform, 12.5 p.c. of alcohol and 45 p.c. of olive oil. This is also intended for internal administration, but by mouth only.—*Phar. Zeit.*

PREPARATION OF IODOFORM.—A German patent for the preparation of this body has been taken out by Otto. It depends on the use of ozone. A mixture of potassium iodide, alcohol, and alkaline carbonate is treated with ozone, when the whole of the iodine is liberated, and reacts with the alcohol in the ordinary manner. It is not necessary to use pure potassium iodide, the mother-liquors in the kelp industry being also suitable.—*Pharm. Zeit.*

Books.

THE ART OF DISPENSING—A treatise on the methods and processes involved in compounding medical prescription. By Peter MacEwen, F.C.S., Pharmaceutical Chemist. Pp. 490. Fifth edition. London: *Chemist and Druggist* offices, 42 Cannon street, E.C.

This valuable aid to the pharmacist has now reached its sixth edition and has been materially enlarged being now nearly double the size of previous editions. It has been practically re-written and the new matter covers more than 200 pages. The work is one which should be in the hands especially of all pharmaceutical students, as it is eminently reliable and thorough. The work is sold in Canada at \$1.50.

VETERINARY COUNTER PRACTICE—A treatise on the diseases of animals and the most suitable remedies for them. This work is written expressly for chemists and druggists, and will be found a valuable aid where the customers are stock dealers, farmers, etc.

The work has now reached its third edition, and has been revised and much new matter added. It is published at the offices of the *Chemist and Druggist*, London, Eng., and is sold here at \$1.50.

STRINGTOWN ON THE PIKE, by Prof. John Uri Lloyd, Cincinnati. Dodd,

Mead & Co., Boston, publishers. Price \$1.50.

This is the title of a new and fascinating novel written by Prof. Lloyd, so well known to pharmacists throughout the United States and Canada as an ex-president of the American Pharmaceutical Association, and head of the drug firm of Lloyd Bros., Cincinnati, and also to all lovers of good literature by his former work, "Etidorpha," which has been so well received everywhere and which stamped the writer as a charming and versatile writer.

This story of Kentucky life, which he portrays so vividly and so true to life, is one which holds the interest of the readers from beginning to end, and the pathos humor and homeliness pervading the volume are such as must recommend it to all lovers of good books.

The Youth's Companion's Seventy-Fifth Year.

The new volume of *The Youth's Companion* for 1901 will mark the paper's seventy-fifth year of continuous publication—seventy five years, during which it has had the approval of three generations of readers. The constant aim of *The Youth's Companion* is to carry into the home reading that shall be helpful as well as entertaining—reading that shall contribute to the pure happiness of all the family. Strong in the assurance that every reader gained is a friend won, the publishers offer to send *The Companion* free for the remaining weeks of 1900 to those who subscribe now for the new volume for 1901. There will not be an issue from now until 1902 that will not be crowded with good stories and articles of rare interest and value. Diplomats, explorers, sailors, trappers, Indian fighters, story-writers, and self-made men and women in many vocations, besides the most popular writers of fiction, will write for *The Companion* not only next year, but during the remaining weeks of this year.

The new subscriber will also receive *The Companion's* new "Puritan Girl" calendar for 1901, lithographed in 12 colors.

Illustrated announcement of the volume for 1901 will be sent free to any address, with sample copies of the paper.

THE YOUTH'S COMPANION,
Boston, Mass.

The cream of a joke does not float on the top of it, but lies at the bottom.

COUGH SYRUPS



Some

Facts

About

The

Best

Made

We have many DISTINCT FORMULAS.

We have a large range of WRAPPERS.

Each one is true to PUBLISHED FORMULA.

Every one is a TRADE WINNER.

Made as good as we know how.

Sold as cheaply as we can.

We have made them for NEARLY FIFTY YEARS.

We have the most COMPLETE FACILITIES.

We have the approval of the trade.

The public like our goods.

We would be glad to quote

On your private Formula.

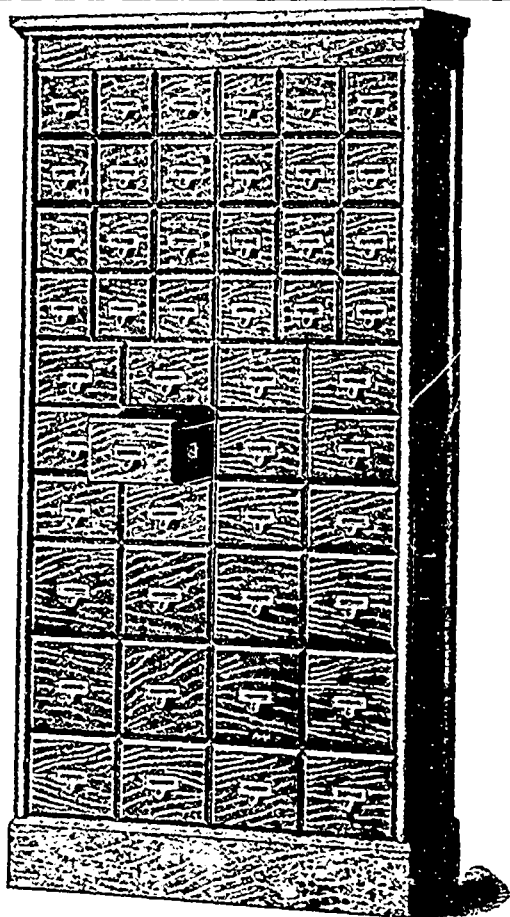
We can save you \$ \$ \$

Frederick Stearns & Co.

DETROIT, Mich.
NEW YORK, N.Y.
LONDON, Eng.

Manufacturing Pharmacists

 Windsor, Ont.



BENNETT'S

Herb, Drug and Seed Cabinet

WILL SAVE TIME AND WASTE

By keeping in a systematic manner your herbs, drugs and seeds. The Cabinet is fitted with drawers which are a patent combination of block, tin and wood, which prevents cracking and shrinking, and

PRESERVES ITS CONTENTS

The drawers have a lip at the top, making them

DUST AND INSECT PROOF

also a depression in the side, with a price card and a bronze label and drawer pull. The back and divisions of Cabinet being metal, it

DEFIES MICE AND WORMS

Cabinet No. 1, as cut, 62 in. high, 30 in. wide
 Containing 24 drawers, 4 x 4½
 " 12 " 4 x 6¼
 " 12 " 6 x 6¼

IN OAK. HARD-OIL-FINISHED. \$21.00.

Trade Supplied by

The Lyman Bros. & Co., Limited,
 Wholesale Druggists. Toronto.

CORKS. CORKS. CORKS.

"MADRID" for 1 dr., and ¾ oz., "CADIZ," for 6, 8, and 10 oz., 1/-; "FARO," for 1 oz., ½ oz., 2 oz., 3 oz., 7d.; "LUGO," for 10, 12, 16 and 20 oz., 1/9; "LISBON," for 3, 4, 6 and 6 oz., 7d.; "SPECIAL VEL," 1/6 per gross. Strong cloth-covered box containing samples (2½ gross) of corks, post-free for 3/6. Leatherboard box, containing 12 gross of corks for 2 oz., 3 oz., 4 oz., 6 oz., 8 oz., and 10 oz., post-free, for 10/6.

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Druggist's

Early Appreciation

"I say, 'tis the Bee's Wax, for did but soal once to a thing."
 —2 Henry VI., iv. 2.

PERFECT SECURITY

"Good Wax, thy leave:—Bless'd be you
 Bees that make these locks of counsel."
 —Cymbeline, iii. 2.

Wax.

George Waterston & Sons, London and Edinburgh



11 PRIZE
 MEDALS

Sold by all Wholesale Dealers.

Trade Notes

E. J. Bishop, druggist, Steveston, B.C., is dead.

Richard Brierly, druggist, Hamilton, Ont., died last month.

A. W. Bleasdell has opened a new drug store at Fernie, B.C.

J. W. Hall, druggist, Sydney Mines, N.S., has gone out of business.

J. H. Abercrombie has opened a new drug store at Grand View, Man.

R. J. Patton has purchased the drug business of P. L. Scott, Paris, Ont.

A. H. Fowlie, formerly of Orillia, is opening a drug store in Midland, Ont.

L. Gourlay has purchased the drug business of A. M. Edwards, Galt, Ont.

Geo. Kennedy, Ottawa, Ont., has sold his drug business to Graham & Elliott.

G. M. Hutchings, Cannington, Ont., has moved his drug business to Brechin, Ont.

W. E. McCartney, manager Kamloops Drug Co., Limited, Kamloops, B.C., is dead.

Dr. Kirk Co., Montreal, manufacturers of medicines, have registered a co-partnership.

Geo. E. Rason & Co. have purchased the drug business of W. J. Dyas, Strathroy, Ont.

The drug stock of G. H. Colwell, Halifax, N.S., was partially destroyed by fire last month.

The drug store of R.R. Hopkins, Grand Valley, Ont., was destroyed by fire on October 27.

The executors of the late T. Cumines, druggist, Welland, Ont., have disposed of the business.

Wells, Richardson & Co., wholesale patent medicines, etc., Montreal, Que., have dissolved partnership.

David Watson, wholesale druggist, Montreal, Que., has registered under the name of D. Watson & Co.

J. T. Curtis has purchased from E. E. Rutherford, the Hooper & Co. drug business, 45 King street west, Toronto, Ont.

C. P. Wilmot has re-purchased the drug business at 700 Yonge street, Toronto, which he sold some time ago to J. T. Curtis.

W. S. Kerry, wholesale druggist, Mont-

real, Que., has registered as doing business under the firm name of Kerry, Watson & Co.

F. H. Dennis, formerly with Dr. Campbell, Newmarket, Ont., has purchased the drug business of G. W. Pinkerton, Schomberg, Ont.

Messrs. T. & H. Smith & Co., of Edinburgh, have been awarded the "Grand Prix" at the Paris Exhibition for their exhibit of chemical products.

Dr. Robillard, of Magog, Que., has purchased the branch drug store of John T. Lyons, at the corner of Fulford and Coursol streets, Montreal, Que.

W. A. Hendrie has removed his branch drug store from 1040 St. Catherine street to the corner of St. Catherine street and DeLorimer avenue, Montreal, Que.

A fire, followed by a terrible explosion, occurred in the wholesale drug warehouse of Tarrant & Co., Greenwich street, New York City, on Oct. 29. A number of lives were lost and much property destroyed.

Personals.

We regret to note the death of the wife of J. D. McKee, druggist, Acton, Ont.

H. Homer Black, proprietor of the Hamilton Road Drug Store, London, Ont., was married Oct. 30 to Miss Long of London.

Mr. Saml. Roberts, of May, Roberts & Co., of London, Eng., was a caller at our office last month. He has been on a pleasure trip throughout Canada.

Dr. Edward R. Squibb, one of the best known manufacturing chemists of the United States died Oct. 26, in Brooklyn, from heart trouble after a brief illness. Dr. Squibb was 81 years old. He was born at Wilmington, Del., of Quaker parentage.

Miss Prevost, the daughter of Madame E. G. Prevost, of Sorel, is the first lady who has passed through the full course of the Montreal College of Pharmacy obtaining the college diploma and also the first lady who has gained the Diploma and Licenses of the Pharmaceutical Association which she obtained at the recent Pharmaceutical examinations in Quebec.

Richard Brierly, the oldest druggist of Hamilton, Ont., died last month. He had been ailing for some time, and suffered from a paralytic stroke about ten days previous to his death. Deceased was 72 years of age, and was born in England. He had been a resident of Hamilton for many years. He was a prominent Mason, being a Past Master of Barton Lodge, P.D.D.G.M. of this district, a member of St. John's Chapter, and one of the charter members of the Scottish Rite

The death took place at Galt, Ont., Nov. 8, of Mr. Richard S. Strong, jr., in his forty-sixth year, and who up to a short time ago was engaged in the drug business in Galt. Deceased was the eldest son of Mr. R. S. Strong, sr., manager of the Gore Fire Insurance Co., was born in Galt and was a graduate of the old Tassie Grammar School. He entered the drug business in his native town and afterward entered the employment of Lyman Bros Co., Toronto, and subsequently kept a store in Wingham. He returned to Galt 19 years ago and resided there since. He was organist of Trinity Church for fifteen years, and prominent in local music circles. A widow, son and daughter survive him.

Presentation.

Mr. Alf. Russell, city traveller for Kerry, Watson & Co., wholesale druggists, of London, Ont., was agreeably surprised Monday evening, Oct. 29, by being called into the warehouse of the firm and presented with a beautifully engraved gold watch, as a slight token of the esteem in which he is held by his fellow-employees. Mr. Mattinson, the manager of the firm, made the presentation, and Mr. Russell, although completely taken by surprise, made a very neat speech. Mr. Russell has accepted a position with the same firm in Montreal as foreman of the warehouse. At the same time and place the retail druggists of the city presented Mr. Russell with a gold locket beautifully engraved, together with the following written address, which was read by Mr. S. Horn, and signed by twenty of the retail druggists:

"Mr. Alf. Russell, London:

"The druggists of London learn with regret that you have decided to remove from their midst, but are glad to know the change is for your welfare. You have their very best wishes for your future prosperity and happiness.

"They desire you to kindly accept the

accompanying locket as a token of the esteem in which they have always held you, and their appreciation of your kind and jovial disposition."

Drug Men Dine.

The Windsor Hotel, Montreal, was recently the scene of a most enjoyable and festive gathering. The occasion was the visit of Mr. John James Evans, president of the company comprising the three houses of Evans, Sons & Co., Liverpool; Evans, Lescher & Webb, London, and Evans and Sons, Limited, Montreal. Mr. J. J. Evans is accompanied to Montreal by his son, Kenneth, and brother-in-law, Mr. S. Castle. He invited the heads of various departments, and travelling representatives of the Montreal house to meet him at dinner, which they did to the number of fourteen. Mr. J. J. Evans occupied the head of the table, and was ably seconded by the resident director, Mr. A. B. Evans. After the excellent dinner had been done justice to, the balance of the evening was spent in song and speech and story. Among those who contributed largely to the enjoyment of the evening were Mr. A. B. J. Moore, Mr. Tellier and Mr. J. A. Dyke.

Pharmacy Examinations.

The Board of Examiners of the Pharmaceutical Association of the Province of Quebec, held their semi-annual examinations in Laval University, Quebec, on Monday, October 15, and following days, when twelve candidates for the major and ten for the minor examinations presented themselves; of these, four of the major and three of the minor candidates passed, and are here named in order of merit, namely: Miss A. Adrienne Provost, of Sorel; V. F. Forgues, of St. Constant; Maurice O. Dion, of Levis, and L. Edgar, Martel of St. Romerald, as licentiates of pharmacy. Edmond Vadboncoeur, T. A. Swift, and Wilfrid Barolet, of Montreal, as certified clerks, Miss Provost gaining the gold medal, and Mr. Vadboncoeur the silver medal, Miss Provost being the first lady who has taken the full course of lectures at the Montreal College of Pharmacy, gaining its diploma, and also the first lady who has graduated and gained the diploma and license of the Pharmaceutical Association of the Province of Quebec, entitling her to practice pharmacy in this province.

The candidates were subjected to a severe written and oral examination in

theoretical and practical chemistry, materia medica, botany, practical dispensing, pharmacy, weight measures and physics, and reading of prescriptions.

The examiners were R. W. Williams, of Three Rivers; W. H. Chapman, A. J. Laurence, H. R. Lanctot, A. B. J. Moore, and Edmond Giroux, jr., Montreal, with E. Muir, secretary of the Board.

Quebec Pharmaceutical Examinations.

PRELIMINARY EXAMINATIONS.

The Preliminary Board of Examiners of the Pharmaceutical Association of the Province of Quebec, held their quarterly examinations in Montreal and Quebec on Thursday, October 5, when twenty candidates presented themselves, and of these the following passed, and are named in order of merit, namely: Eugene Morel, Sylva Fille, J. A. A. Ricard, A. H. Hugill, Frederic St. Louis, E. La Pailleur, P. A. Boivin, A. Cadieux.

A. Quintal passed upon all subjects but arithmetic, for which subject he will have to present himself again in January.

The subjects upon which the candidates were examined were French, English, Latin, Arithmetic, Geography, and History.

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

The next examination will be held on January 3, 1901.

Montreal Notes.

The retail druggists of this city are of opinion that they keep their pharmacies open on week days much longer than is necessary and that on Sundays all day work is not required either on the part of the medical profession or the public. The great majority of them have accordingly agreed to keep open not later than 10.30 on week days, and not longer than eight hours on Sundays, that is to say from 8 to 10 a.m.; noon to 2 p.m., and 5 to 9 p.m. These hours are not obligatory, it being left open to each pharmacy to select its own hours, the principal object being to do away with the absurdity of "all-day open" on Sundays. It may be said that some of the leading pharmacies even now only open from 12 to 1 mid-day and for a few hours in the evening.

Mr. Contant, a well-known pharmacist of this city was invited by some friends to

stand for selection for the municipal council in place of Mr. Gouin who has recently resigned, having been appointed Minister of Public Works in the Provincial Government. A meeting of the ward was held to decide upon a candidate and some three others were brought forward. A vote was taken but unfortunately Mr. Contant was defeated, which was certainly a good thing for him personally, as no man actively engaged in the retail drug business can afford to waste his time with the utterly incompetent individuals who are supposed to represent the ratepayers, but who are unfortunately dragging Montreal deeper and deeper into the mire of misgovernment.

It is felt that druggists have long enough been "public niggers," and, as they are no richer for it in the end, it is just as well that self-respect should prompt them to make their own rules as to how they will conduct their business. The movement on foot to close at half-past ten is certainly a very modest beginning and cannot shock the nerves of anyone.

A meeting of the Retail Druggists' Society of the Province of Quebec was held on October 11 to take into consideration the committee's draft of a proposed retail price-list for foreign patents and specialties and many other things for which there appears to be no standard of price.

"The Story of the Heavens."

By Sir ROBERT STAWALL BALL, LL.D., D.Sc.,
Lowndean Professor of Astronomy in the
University of Cambridge. Sixe 6½ x 9½. Cloth,
\$3.50.

In this new and thoroughly revised edition of "The Story of the Heavens," Messrs. Cassell & Company, Limited, New York, present a work which has been and is the recognized authority on the subject of which it treats. The book contains 24 colored plates, with numerous text illustrations, 600 pages, and is a faithful record of the recent discoveries and achievements in the world of astronomy. The author by the way is a thorough out-of-doors man, and, notwithstanding the upward trend of his mind and efforts, does not live in the clouds altogether. He is an enthusiastic golfer and sailor, lives with his family at Cambridge, and, apart from his regular work as Professor of Astronomy and Geometry at the University, is a fellow of every important astronomical society in Great Britain. He occupies at present the position of Astronomer Royal of Ireland. "The Story of the Heavens" is in as great demand on the continent as among English-speaking people, and has gone through several translations.

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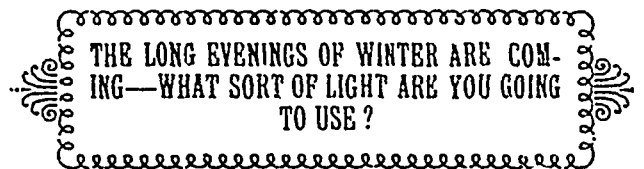
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AND BOX MAKERS

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Electricity or Flickering Gas?

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and get more light for less money?

Get the light
of Eight Oil
Lamps for
the cost of
Two.

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month.

GET AN

Auer Gasoline Lamp

Your money back if you
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Write for Catalogue.

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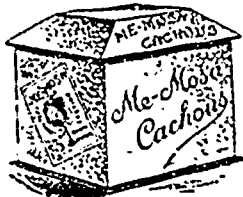
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TORONTO.

Satisfaction

FOR nearly five years we have worked hard and earnestly to prove to the Druggists of Canada that a Canadian house could manufacture for them as satisfactorily as the best of American houses. The proof has only been accepted by degrees, but it has been accepted, and from the Atlantic to the Pacific about two thousand druggists have tested our goods to their satisfaction.

The buyer who purchased four years ago by the pint now buys by the gallon, and he who bought by the dozen now buys by the gross. It was hard to get orders then; now it is easy. Our goods were as good then as now, but the buyer wasn't sure of it. We always knew that quality would win in manufacturing, as in everything else, but our difficulty consisted in convincing the druggist that first-class goods could be furnished him at the prices we charged. It has taken time, patience and conscientious effort to do it, but it has been done, and we have the pleasure of knowing that the retail trade believes to-day that we are as conscientious in manufacturing for them as we were when compounding the physicians' prescriptions as retail druggists. We always wanted to give satisfaction; we steadfastly tried to give it, and now our customer believes we do, and his support has been given us as the result. Satisfaction did it all.

The

Toronto Pharmacal Co.

TORONTO and MONTREAL

Patton & Addington

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AND

MFRS.' AGENTS

Invite correspondence and samples from Mfrs. of Standard Drug and Dental Specialties, for British Columbia market.

Address: **Box 523, VANCOUVER, B.C.**

An Appeal for Better Business Methods in the Drug Store.*

I want to make an appeal for better business methods in the drug store. To be sure, the American druggist is as far ahead of the druggists of Continental Europe as America is ahead of Europe in all that we hold dear. The druggists of Germany are prohibited from recommending any remedy of any kind. They are under iron clad Government rules. The druggists of Belgium must live at their place of business, nor can they leave without permission. Think of the humdrum and dreariness of that. The druggists of Russia are under closest supervision and are not allowed to sell any patent medicines except a simple ointment. Nor can they manufacture or sell any remedy of their own. The English druggist is all chemist. I would not say one word against the dignity of the profession of pharmacy, but we must look at conditions as they are. Cardinal Newman says that this is the great purpose of art and science—to see things as they are. There is an ever-growing realization of the need of better business training and better business methods in the drug store. Some of the better schools of pharmacy, realizing this need, have established classes to give rudimentary instruction along this line. At best, however, the instruction must come through experience in the regular channels of business.

BUSINESS AS AN ART.

Business is an art, a fine art. Like genius, as Matthew Arnold says, it is more a matter of hard work than of inheritance. The fool in the fable says that he will not go into the water until he has learned how to swim. Some druggists are that way. They want more business, but will not go out after it until they have more to build on. Their professional preferences have made them forget that the way to learn business as well as to get more business is to jump out and swallow whole gallons of salt water. Eventually, if you kick and splash and swallow enough you will learn how easy it is to swim. So with business. You must learn how to breathe and at the same time learn how to get the stroke and the drive. How many have it? Two years ago a prominent druggist of Harrisburg, Pa., sent me a \$10 cash order with instructions to hold for full directions.

*From an article by M. P. Gould, in the *Druggists' Circular*.

After repeated requests for these full directions the money was placed to his credit and is there still waiting. Two years ago a prominent druggist of Charleston, S. C., sent in a \$25 order, cash in advance, with a request for quotations on printing. The quotations were furnished. No answer! They were repeated. Again no answer! Then I wrote: "What shall I do with your order?" and in a month's time came the reply: "You will hear from me soon," and that \$25 has been germinating to my advantage ever since. Come to think of it, a druggist of the most hospitable city of Detroit sent me a check over two years ago, with an order which could not be filled without additional data. I wrote back for the data. I kept writing. After six months of one-sided correspondence I notified the druggist that the money was placed to his credit and held at his disposal. However, they are not all so generously careless. Some—I will not attempt to estimate the proportion (it is not small)—are shiftless about sending out their own monthly statements, and hence are not prompt in the settlement of their own accounts. "Thirty days net" is sometimes sixty days, sometimes ninety days, sometimes not at all, I am sorry to say.

But I do not mean to say that all druggists belong to these extreme classes. There are retail druggists who have attained success on solid, fair business principles. Men who have kept in the van of modern competition. There are pirates in the drug, as in all trades, but the men I refer to, some of whom you all know, take their place among the great retailers of all trades. Fearless, vigilant, trustworthy, systematic, progressive!

What these have done, others can do. And how? How? If I could define that "how" with precision I would be as famous as those mosquitoes which John W. Lowe tells about, which attacked the yacht, ate all the sails off and the next day appeared in duck trousers. However, there are fairly definite methods of conducting the business of a drug store.

TOO MUCH PAY FOR HELP.

In the first place, the average druggist pays too much for his help. I do not mean that he pays too big salaries. I mean that he does more of the detail work himself than he can afford to do. He should do the thinking and let the clerks do the work. Three year ago in an Eastern city I was in a drug store and saw the proprietor working harder than

anyone else behind the prescription counter. I told him he did wrong; that he had an opportunity to build up a big business if he would manage the store and let the clerks do the work. Strange to say, he took my advice. At that time he had three clerks. Not long ago I happened to be in his store and he told me he now had eleven clerks, that he had not done any actual work in the store for over a year; that his whole time was devoted to the management of the store; that he was now able to get system and discipline in every department. This is an essential. It was a lesson that I learned a number of years ago from the department stores. I saw there at the head, a despot. Everyone under him had to jump at his beck and call, and yet he was kind hearted and generous to a fault in his personal character. He taught me the same system in my department, the mail order department. He taught me that with thirty or forty mailing clerks, wrapping clerks, buyers and samplers under my supervision, if I attempted to do anything else except oversee them, half of them would shirk their work. By experience I found it to be true. The more I have to do with the drug business the more I find that this is the thing needed—better management. I could not have cited such cases as those I have referred to before, if there had been proper management of those stores. The proprietor should see everything. He ought to be on the floor to welcome customers, to see that they are waited on promptly, to thank them for their patronage, to correct any errors, to make them feel all the time that they are being taken care of and that their patronage is wanted by you.

You may say that nobody but a druggist with half a dozen or more clerks can conduct his business in this way. This is not true. I know a druggist in the suburbs of Buffalo who two years ago started a new drug store without help, and yet he found time to always thank a customer for making a purchase and almost always to open and close the door when a customer left the store. His business has grown from the very first day. Business cannot help but grow when you wait on your customers in this way. They feel that you want them to come there to trade.

As I said above, there are pirates in every trade. The drug trade is no exception. There are druggists who have made their names and business a laugh.

ing-stock by the puerile manner in which they have cut prices on patents. The novelty of the cut-price catch is worn off. It does not attract as it once did. It is still used by some for advertising purposes, but many are looking for a make-shift of some kind to get them out of it. Some are on their last legs and must keep at it or "go up." Some are keeping a bold face on the matter, while quietly they are working along other lines with all their force. When the time comes to drop cut-rate as a back number they will be prepared for the new order of affairs. What this new order will be I shall attempt to point out in subsequent numbers of the *Circular*.

THE BEST DEPARTMENTS.

At the present time there are many queries as to what are the best departments to push. One druggist writes me from Illinois that there is no money in soda, while a druggist in Cleveland, Ohio, asserts that he pays his rent, \$5,000 a year, from his soda sales alone. Another druggist in Massachusetts complains that his cigar department is not paying, while a Connecticut druggist claims to clear \$4,000 a year from cigars. A druggist in Brooklyn says that the sales in his sick-room department average \$150 per day. Yet often I hear druggists say that they cannot make money from sick-room goods. A druggist in Cincinnati has built up a large trade on such knick-knacks as are used at wedding breakfasts and afternoon teas. A druggist in Nashville, Tenn., has made a very handsome profit on his own perfumes, which he manufactures in his own laboratory. At one time he gave an exhibition in the main part of his store to demonstrate to the public how his perfumes were made. At this time he gave away small samples of the perfume to every purchaser of goods to the amount of ten cents.

If you ask me how these druggists build up a great sale on things that with you are dead stock I cannot tell you just how or why. In many cases it would not do any good to tell you, for you would say: "That does very well for him, but for me it is out of the question." That is true, too, under certain conditions. The first thing is to have a good store. Then you can afford to spend money to convince people that your store is a good one. The Brooklyn druggist, referred to above, had advertised his sick-room department solely by small circulars and pamphlets enclosed in packages, and by some space

in the annual catalogues. The circulars are the main source. But there was no half way about it. If a clerk was not careful to enclose some advertising matter in every package he was reprimanded, and if he persisted in being careless he was discharged. That is the only way discipline can be maintained. A great fault in drug stores is that they are too much of a family affair. The clerks do about as they please. You try to be strict, but you have been lax so long that it is hard to change. Then, too, you like to wait on customers as much as possible, because you like to do it and because the customers show unmistakably that they prefer to have you wait on them. However, you should wean yourself of the habit. I called on a druggist, not long ago, who owned four stores. The day before the manager of one of these stores told me that the proprietor had not been in that branch for six months. Yet I found the manager so busily engaged in filling prescriptions and selling goods that it took nearly two hours to complete a half-hour interview. Now, I will never be made to believe that those four stores are well managed. Four stores require an active, real management. Just as soon as this druggist will get out of active detail work and overlook the whole general business he will succeed much better than he does now, although at present he is called successful.

Mosquitoes and Malaria.

It is now practically certain that malaria is communicated through bites of infected mosquitoes which thus introduce the microbe into the human body. Experiments which have recently taken place seem to be conclusive on the point. The first experiment consisted in placing three men, two of them (Drs. Sambon and G. S. Low) being medical men attached to the School of Tropical Medicine, in a mosquito-proof hut in a malarial district in Italy. The place selected was near Ostia, and has so bad a reputation for malaria that to sleep there is considered by the inhabitants of Rome as certain to be followed by a severe attack of the fever. These three experimentalists, however, lived there for months exposing themselves to every local condition excepting the mosquitoes. They have taken no quinine. The only means of protection adopted has been to make the hut absolutely impregnable to mosquitoes by

means of fine wire gauze. As these insects only attack in the night, the men have moved about the country in the day, but they have always been indoors an hour before sunset, and they have never gone out until an hour after sunrise. In this way they have escaped mosquito-bites, and while the whole of the country side is fever-stricken they have remained untouched. Another experiment consisted in exposing a healthy man who had never suffered from malaria to the bites of mosquitoes imported from Italy. The subject of this experiment was Mr. P. T. Manson, a son of Dr. Manson. Young Manson, who is a student at Guy's Hospital, was quite well, and was not exposed to any malarial influence, but in due course, after being bitten by these mosquitoes, he contracted malarial fever. Great care was taken, however, to select mosquitoes whose bites resulted in the tertian form of malaria, the microbe of which is most susceptible to treatment with quinine.—*B. and C. Druggist*.

A New Gutta-Percha.

The English acting consul for Zanzibar reports the discovery of a new gutta-percha. This substance is derived from a tree which grows principally at Dunga. When tapped with a knife, a white fluid emanates, which, when placed in Lolling water, coagulates into a substance which in character bears a very striking resemblance to gutta-percha. As the material cools it becomes exceedingly hard, but while soft it can be moulded into any required shape. Although it is not expected to prove equal to genuine gutta-percha, it is hoped that it will be quite suitable for some purposes for which gutta-percha is at present utilized, and will thus become a marketable article. It abounds in Zanzibar, and can be produced very cheaply.

India Rubber.

Upon the recommendation of the war department the agricultural department is preparing an order, setting apart as forest reserves the island of Romblon, which is north of the island of Panay; also the island of Pautai, which is one of the extreme group of the Jolo islands. Officers of the army who have been investigating the islands have found that these are the richest lands in the world for rubber trees, and it is the intention of the Washington authorities to have the trees preserved and cared for.



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(For rectal injections at half the price.)

The concentrated food "PROTOSE," of exclusively vegetable
origin, contains no uric acid or other excretory substances, which are
always found in animal meats, and is proof against all possible con-
tamination with disease, a condition to which the flesh of animals is
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THIS delicious and highly nutritive food has been used with remarkable
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It is now advertised in the leading medical journals of
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500 NEW AND BEAUTIFUL
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Have lately received over 400 samples of fine Perfumes, Soaps, and other Toilet Articles as manufactured by T. H. Bristave & Co., of London, England; also samples of Perfumes, Essential and Olive Oils as manufactured by Warrick Treves, of Grasse, France; and samples of Essences and Essential Oils as manufactured by Burgoyne, Burbidges & Co., of London, England (of which firms they have been appointed the agents), and to which samples they invite the inspection of the trade.

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

Are the Original and Only Reliable

Have been awarded 100 Medals and Diplomas for Superior Excellence
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and other wholesale houses, who
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this new venture.

We believe it is in every way an excellent side-
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Our Catalogue recently published will be mailed
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require any further information on the subject, if
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"The Poco"

Camera, made by the Rochester Optical and Cam-
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How Ointments Should be Made.*

By ALFRED I. COHN, Ph. G., New York.

Almost every pharmacist holds the belief that he has an especially good method of preparing ointments, and that his preparations cannot be excelled, yet an examination of specimens of ointments obtained from various sources will exhibit remarkable differences in appearance, smoothness, etc. Some will be found to be granular; in others, particles of the medicinal substance incorporated will be clearly visible, or felt on rubbing between the fingers; others will be "off color"—all due to improper methods of manipulation. As a matter of fact, all kinds and shades of differences will be observed.

The production of an unobjectionable proper ointment depends first on the kind and quality of the fat employed, and, secondly, on the careful prosecution of a suitable process for the incorporation of the medicinal ingredient or ingredients.

Perhaps the most important, if not the most frequently used, of all the fats used in the preparation of ointments is lard. The quality of that which is ordinarily supplied in meat markets, groceries, etc., is, however, unfortunately very poor. Not infrequently it presents a decidedly soggy appearance, is very soft, if not mushy, particularly in warm weather, and generally has an unpleasant odor. The employment of such a lard, whether bought in bulk, or put up in the familiar tin cans under the designation "leaf lard," will never enable an operator to produce a superior ointment. Moreover, an ointment made from this kind of lard invariably becomes rancid quickly, and consequently is bound to entail considerable loss in the course of the year by reason of the quantity of spoiled material thrown away.

The only method whereby this loss, as well as the annoyances occasioned by it, can be minimized, if not avoided, is to render your lard yourself, and thus assure at the same time the securing of superior results. The rendering of lard presents no difficulty whatever, and may be easily accomplished as follows:

HOW TO RENDER LARD.

Secure any suitable quantity of the abdominal fat of the hog, and cut up into small pieces. After freeing these, so far as is possible, from the membranous parts, wash them thoroughly in a liberal

allowance of very luke-warm water, until practically all soluble substances present have been washed out. Then introduce the fat, together with a little water, into a suitable vessel, preferably of the kind known as "enamelled" or "granite" iron, and heat over a naked fire until all the fat has been melted. As the water evaporates it should be replaced, otherwise there is danger of the fat becoming too highly heated, and thus acquiring more or less color, and perhaps an unpleasant odor. The writer has found it advisable to add to the melting fat a few pieces of peeled, raw potato, as the final product is thereby greatly improved. In fact, lard which has already become partially rancid may frequently be reclaimed and made perfectly sweet, or, at least, very greatly improved, by remelting it with a few pieces of potato, and continuing the heat until the pieces have become crisp or "fried." Too great a heat must be carefully avoided in order to prevent the possible discoloration above noted. If desired, the fat may be tried out on a water-bath, in which case it will be unnecessary to add any water to the fat. The melted fat is allowed to stand for ten or fifteen minutes, and is then strained through a piece of cloth preferably of flannel. The water present will have settled out during the standing, and may be readily removed after the lard has solidified.

The product, when cold, should be transferred to stone-ware jars, care being of course taken not to incorporate any of the separated water. The jars should be well covered and kept in as cool a place as possible. To further protect the lard from undue exposure to air, and consequently rancidity, it is well to pour a layer of water or glycerin about an inch in depth on the surface of the lard.

Lard so prepared and kept has a peculiar firmness, crispness, and pleasant odor, which are entirely lacking in the article bought ready-made. It is not nearly so prone to become rancid, and ointments prepared from it are superior in every respect.

So far as the incorporation of medicinal substances with lard is concerned, this must be varied according to the nature of the substances. This brings us to the discussion of the second requisite for the preparation of a good ointment.

PREPARATION OF OINTMENTS.

The method of incorporation employed depends largely upon the physical char-

acteristics of the medicinal substances for the elaboration of a suitable process. For instance, let us take zinc ointment, which is, perhaps, as much as any, a source of considerable trouble in its manufacture. Many processes have been proposed for the purpose of obtaining a perfectly smooth product. Of all the processes tried none has given such uniformly good and reliable results in the writer's hands as the following, which has been employed for many years:

OINTMENT OF ZINC OXID.

Triturate the zinc oxid with a little alcohol, which promptly breaks up all lumps; then add a little castor oil, and continue the trituration until the mixture is perfectly smooth, and no gritty particles are felt under the pestle. To this mixture is now added the benzoinated lard previously melted on a water-bath, and stir until cold, frequently scraping the sides of the mortar with a flexible spatula. It sometimes happens that some gritty particles are encountered in the zinc oxid used, which are not reduced by the alcohol, and which cannot be all crushed by the pestle. In this case it is necessary to strain the still fluid mixture of zinc oxid and lard through a piece of cheese-cloth. This procedure will, however, rarely be necessary if a good quality of zinc oxid has been employed. The little alcohol used is rapidly driven off by the heated lard during the trituration; the small quantity of castor oil can scarcely be objected to, as in the proportion present, about four or five drams to the pound of ointment, it has no action even on the most sensitive skin.

BENZOINATED LARD.

Benzoinated lard is another ointment which presents difficulties in the way of obtaining a nice product. The pharmacopoeial process is not a perfectly desirable one, inasmuch as a prolonged heat (two hours) is necessary for the complete exhaustion of the benzoin, because the latter cakes together and becomes hard. The process used by the writer has given most excellent results, and its use for a long time has demonstrated its efficiency. It is as follows:

Prepare a concentrated tincture from the benzoin ordered, and pour it over some clean, washed, and well-dried gravel, evaporate the solvent, and inclose the benzoin-bearing gravel then in a piece of suitable fabric—woollen cloth, muslin, cheese-cloth, etc. Suspend the bag thus made in the lard heated on a

* Merck's Report.

hot-water bath, and retain it there until benzoination is complete. This takes place much more rapidly than with the official process (usually thirty minutes is ample), because a far greater surface of benzoin is exposed on the gravel to the solvent action of the hot fat. Further, an advantage is gained in not having to keep the lard hot so long as to endanger its keeping qualities.

OINTMENTS WITH EXTRACTS.

Ointments containing extracts such as of opium, belladonna, aconite, stramonium, etc., are best prepared as follows: Heat the extract in a porcelain evaporating dish on a water-bath with a mixture of equal parts of diluted alcohol and glycerin, until the extract has been dissolved and the alcohol and water practically all evaporated. Then incorporate the glycerinic mixture with the fat. Ointments so made keep far better than when made by triturating aqueous or hydro-alcoholic solutions of an extract with the fat. The water present always disposes an ointment to become rancid more quickly.

VERATRINE OINTMENT.

A smooth veratrine ointment can be expeditiously made by rubbing the veratrine with a little alcohol, in which it dissolves, then quickly adding a little castor oil, and continuing the trituration until the alcohol is practically evaporated and then adding the ointment base. By this means is avoided the sneezing which is most likely to follow the attempt to make the ointment by other processes.

OINTMENTS WITH HEAVY MINERALS.

In preparing such ointments as those of ammoniated mercury, lead carbonate, lead iodide, etc., it will be found that a very little expressed oil of almonds will very materially assist in securing perfectly smooth ointments if the powders are first triturated with it.

OINTMENT OF MERCURIC OXID.

Ointments of both yellow and red mercury oxids should be prepared by first triturating the oxids with a little glycerin, to which just enough alcohol has been added to overcome the viscosity—say, about one-tenth. The glycerin enables the powders to be more finely triturated than can be accomplished by water or alcohol alone, or by the ointment base, and secures more permanence for a product which is, at best, very prone to spoil quickly. The very

little alcohol is usually entirely dissipated during the trituration.

COLD CREAM.

To obtain a fine, smooth cold cream the manipulation is almost of more importance than the formula followed. The following process has always yielded an excellent product:

Spermaceti	2 tr. oz.
White wax	2 tr. oz.
Oil sweet almond	12 fl. oz.
Water	4 fl. oz.
Borax	1 dr.
Oil rose	20 gtt.

Melt the spermaceti and the wax in the oil on a steam-bath, taking care not to expose the mixture to heat any longer than is just enough to effect liquefaction of the solids. Pour this solution into a cold, capacious mortar, and immediately add the water, previously warmed, and in which the borax has been dissolved, pouring it in a steady stream into the centre of the oily solution, and without stirring. When all has been added, the whole is thoroughly mixed with the pestle, care being taken to frequently scrape the sides of the mortar and incorporate the firmer with the more fluid portion. When the ointment has become fairly solid, which occurs in but a very short time, scrape the sides of the mortar well, and get all the ointment together, then cover the mortar—a piece of paper, towel, etc., will answer—and set aside for a few hours. When perfectly cold and the ointment has "set," add the oil of rose, and triturate until a perfectly smooth preparation results.

The writer prefers to use water and oil of rose rather than rose water, because the latter, although of finer flavor if the distilled product is used, is easily spoiled by heat, and its addition to the hot fat is not only likely to spoil it, but the odorous portion is largely driven off by the heat.

In very hot weather the quantity of wax and spermaceti should be somewhat increased, say about one-eighth, and in very cold weather diminished.

Korestol is an antigonorrhoeic solution containing zinc salts of formamid-sulfonic acid and iodophenol-sulfonic acid, besides other nondescript organic iodine compounds.

Ibit is bismuth oxyiodotannate, the name being formed of the initials of iodine, bismuth and tannin. It is akin to airoil, the oxyiodogallate of bismuth.

A Dangerous Mixture.

A correspondant of the *Bulletin de Pharmacie* says: Not long ago an apothecary received from a physician a prescription calling for the following:

Liquid paraffine	6 gm.
Soap, thoroughly dry	14 gm.
Sodium peroxide	10 gm.

Mix and make a paste.

When the paste was finished it turned out to be too hard to suit the physician, who was present, and who asked the apothecary to make it softer. Hereupon 5 gm. of almond oil were added, and the capsule set aside to allow the heat engendered by the addition to subside. The heat, however, increased, and in the course of some 10 minutes, all at once, there was a crash, a deafening report, a great flash of light, accompanied by a crackling and spluttering (*Prasseln*) and a small conflagration was in progress. The capsule, fortunately a small one, was smashed into little scraps, and its cover melted down, while the contents went in every direction, carrying fire and flame with it. Further experiments in this direction were postponed.—*National Drug- & St.*

Ox Blood as a Remedy.

Blech (*Pharm. Zeit.*) recommends of blood as a useful therapeutic agent. The blood is caught direct in an antiseptic vessel and beaten for a few minutes with a sterilized glass rod to prevent coagulation. It is then bottled into sterilized flasks. Certain commercial preparations consist of ox blood prepared in this way, to which a little whiskey and dried white of egg have been added. For internal use a little salt and pepper improve the taste, and boracic acid (1:1,000) tends towards its preservation. This preparation is an excellent tonic and blood-enricher; the dose is 15.30 grammes, four to six times per diem, before meals. For obstinate ulcers the external application of a tampon of gauze, saturated with the preparation, is productive of highly beneficial results.—*Medical Times.*

Born, Not Made.

"What is a pharmacist?" asked Pat.

The answer was "A mixer."

"If that's the case" Pat then replied,

"I'll tell ye mighty quick, sir,

I am a pharmacist by birth,

For, shure, ain't I a mick, sir?"

—*Spatula.*

THE NOURISHING VALUE OF **TROPON** COMPARED WITH OTHER FOODS

Potatoes

Milk

Rice

Flour

Eggs

Meat

Tropon is
Within the
Reach of
Everyone on
Account of its
Cheapness.



TROPON

TROPON contains 5 times the nourishment contained in Meat, 8 times that contained in Eggs, and 40 times that contained in Potatoes.

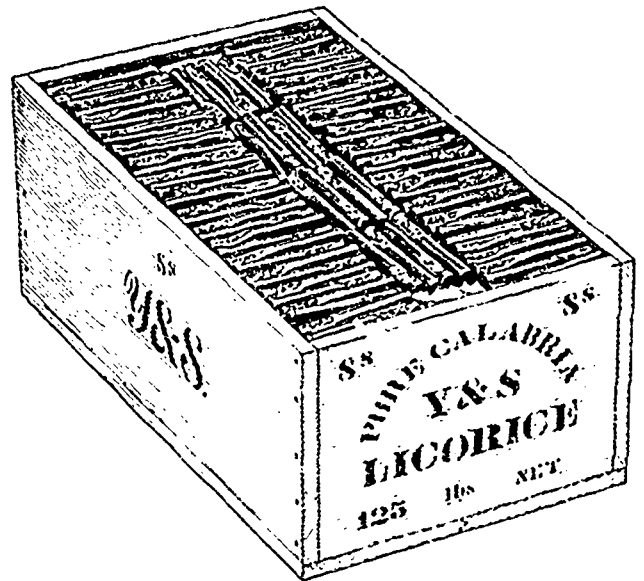
TROPON represents in a concentrated form the food from which the albumen in the human body is formed, it increases the strength and is therefore especially adapted for weak people, children, invalids, and convalescents

Well-known medical authorities have proved that TROPON, on account of its easy digestibility and its very small volume, is promptly absorbed and tolerated by even the most delicate, and is therefore very effective in such cases where the feeding of the body is difficult or impossible, as, for instance, in diseases of the stomach or intestines, anæmia, gout, tuberculosis and infectious diseases.

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Sole Consignees in Canada.

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We put up our Y & S Licorice in cases of 125, 50 and 25 lbs. bulk (loose in leaves), 4's, 6's, 8's, 12's and 16's to pound. No article exhibited in Retail Druggists' windows excites more attention, sells more readily, or brings a larger return of profit than a case of **Y & S Licorice**.



WE ARE ALSO MANUFACTURERS AND HANDLERS OF A FULL LINE OF LICORICE SPECIALTIES, INCLUDING .

ACME LICORICE PELLETS
TAR LICORICE AND TOLU WAFERS
POWDERED EXTRACT LICORICE
POWDERED LICORICE ROOT

Y & S LICORICE LOZENGES
PURE PENNY STICK "Purity" Brand
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For sale by all leading Wholesale Druggists in the Dominion of Canada. If you cannot get the above at your jobbers, please address us as below :

YOUNG & SMYLE,
BROOKLYN, N.Y., U.S.A.

You May Substitute

WAMPOLE'S MILK FOOD
For Mother's Milk

without interfering with the baby's nutrition or digestion
There is nothing in it that is not found in Mother's Milk ;
there is nothing in Mother's Milk that is not found in

Wampole's Milk Food

It is thoroughly cooked and ready for use by simply adding warm water.
Furnished only in glass containers, which are securely sealed.
Samples cheerfully furnished without charge. Correspondence on the subject of artificial food solicited, which will receive prompt and courteous attention.

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Henry K. Wampole & Co.

Specialists in Progressive Pharmacy

Originators and Sole Manufacturers of Wampole's
Perfected and Tasteless Preparation of the
Extract of Cod Liver Oil.

Main Offices and Laboratories : PHILADELPHIA, Pa., U.S.A.
Branch Office and Laboratory : TORONTO, Ont., Can.

WHY DOCTORS KICK

DRUGGISTS! PLEASE NOTICE THERE ARE TWO NEW KINDS OF OUR TABLETS



One Kind—
"ANTIKAMNIA LAXATIVE TABLETS"
—Monogrammed



....ALSO.....



Another—
"Antikamnia and Quinine Laxative Tablets"
—Monogrammed



DON'T GET THEM CONFUSED!
DOCTORS AND THEIR PATIENTS KICK!



Many complaints from Physicians state that Druggists frequently dispense one for the other.

Remember, one kind contains Quinine and the other does not.

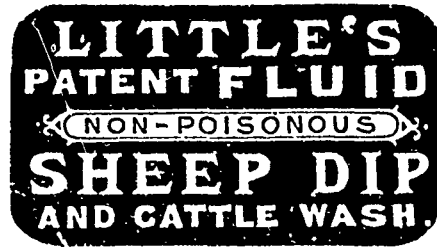


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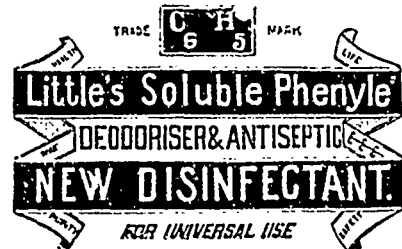


For the Destruction of Ticks, Lice, Mange, and
all Insects upon Sheep, Horses, Cattle,
Pigs, Dogs, etc.

Superior to Carbolic Acid for Ulcers, Wounds, Sores, etc.
Removes Scurf, Roughness, and Irritation of the Skin,
making the coat soft, glossy and healthy
Removes the unpleasant smell from Dogs and other animals.

"Little's Sheep Dip and Cattle Wash" is used at the Dominion
Experimental Farms at Ottawa and Brandon, at the Ontario Industrial
Farm, Guelph, and by all the principal Breeders in the Dominion; and
is pronounced to be the cheapest and most effective remedy on the market.
17 Gold, Silver, and other Prize Medals have been awarded to
"Little's Sheep and Cattle Wash" in all parts of the world.
Sold in large Tins at 75c. Is wanted by every Farmer and Breeder
in the Dominion.

ROBERT WIGHTMAN, Druggist, OWEN SOUND, ONT.
Sole Agent for the Dominion.
To be had from all wholesale druggists in Toronto, Hamilton, and London.



Cheap, Harmless, and Effective

A Highly Concentrated Fluid for Checking and Preventing
Contagion from Infectious Diseases.
NON-POISONOUS AND NON-CORROSIVE.

In a test of Disinfectants, undertaken on behalf of the American Govern-
ment, "Little's Soluble Phenyle" was proved to be the best Disin-
fectant, being successfully active at 2 per cent., whilst that which ranked
second required 7 per cent., and many Disinfectants, at 50 per cent.,
proved worthless.
"Little's Soluble Phenyle" will destroy the infection of all Fevers
and all Contagious and Infectious Diseases, and will neutralize any bad
smell whatever, not by disguising it, but by destroying it.
Used in the London and Provincial Hospitals and approved of by the
Highest Sanitary Authorities of the day.
The Phenyle has been awarded Gold Medals and Diplomas in all
parts of the world.

Sold by all Druggists in 25c. and 50c. Bottles, and \$1.00 Tins.
A 25c. bottle will make four gallons strongest Disinfectant. Is wanted
by every Physician, Householder, and Public Institution in the Dominion.

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Sole Agent for the Dominion.
To be had from all Wholesale Druggists in Montreal, Toronto, Hamilton
and London, Ont., and Winnipeg, Man.

Banda Nutmegs and Mace.

History, Cultivation, Trade and Use.

By O. KAMERLINGH ONNES.

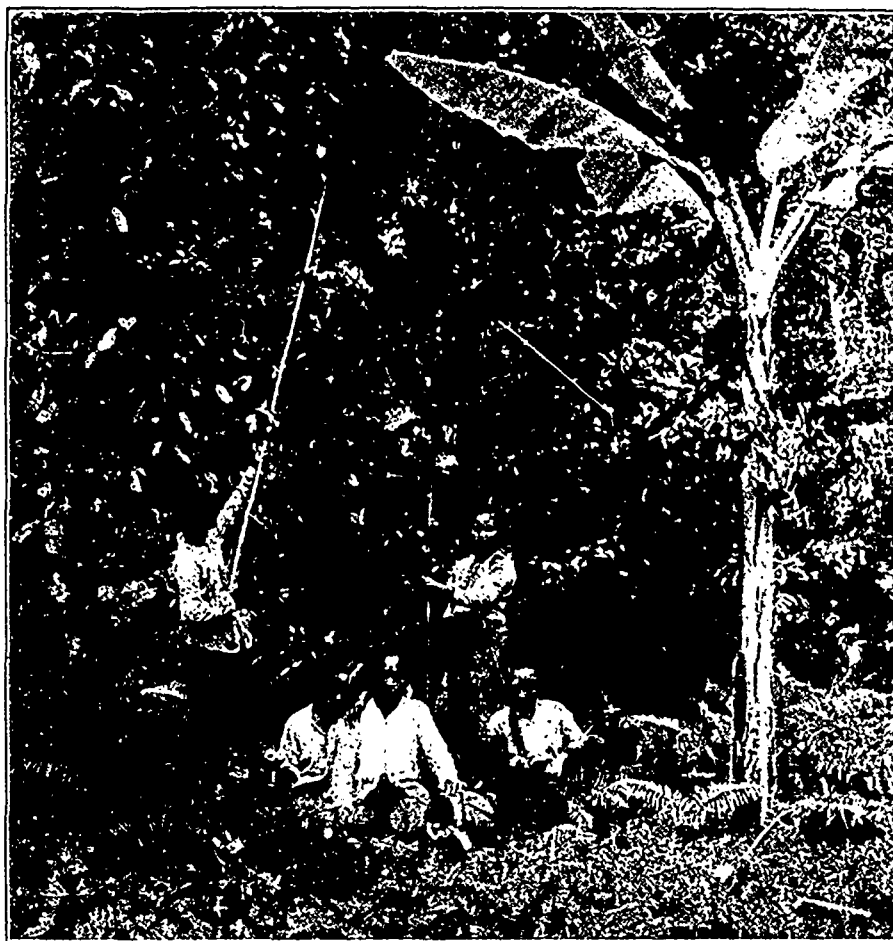
I. HISTORY.

Spices had come to Europe long before the Dutch dared to open a direct trade with the Indies. We do not know exactly how many years it is since the trade of spices commenced, but we may take it that the Arabs were amongst the first to value nutmegs and mace either at the beginning or near the middle of the ninth century. Their learned doctors mention them. History even goes so far as to

Carried from the Moluccas to Aden, crossing the desert land route and following the Nile down to Alexandria, it is easily understood that heavy charges enhanced the price of a product which had to change hands so often before it could so much as reach one of the European gates of Eastern trade, whilst these themselves were not at all reluctant to make money out of every open door monopoly, which by chance or cunning had fallen into their hands.

About 1400 Genoa and Barcelona are the principal markets for spices. But the attention of the North of Europe as well

years later the Spaniards under Charles V. went out to the Moluccan Archipelago. The interests of the two nationalities collide. Then follows war, which ceases, however, for the moment, when the Spice Islands are sold by the Spaniards to Portugal. Columbus discovers the New World and the Holy Father settles everything in peace, reserving the West to the Spaniards and the East to the Portuguese. Under the reign of Philip, Portugal being united with Spain, the world might have come to peace for ever, but for the excluded North interposing its veto. The rage for spices kindles a fire which will



On a Nutmeg Plantation

show that one of them, Ibn Amrau, highly esteeming the *Nux Moschata* for its medicinal properties, loses his head by a too liberal use of his spicebox.

Some hundred years later we find the *Karoun Aromatikon* having made its way into the pharmacopœia of Europe, and since then it soon spread over different markets. Its price remains excessively high on account of the charges incurred by the route used in those days for all Indian produce.

* Holland Abroad.

has been directed—though on a lesser scale—to those far away countries, visited by Marco Polo. Others follow him, describing the marvels of their visits to Asia, in colors to bewitch even the most sceptic. A rage for spices springs up in Europe and continues through the century.† Direct shipping trade with India begins here.

To the Portuguese falls the honor of having first traded into the Far East. In 1511 Albuquerque visited Banda. A few

† St. Johns.

last for centuries, dividing Europe and bringing war as well here as in the unhappy Indian territory, endowed by Nature with the trees that bear gold.‡

Profit had been reaped up, and continued pouring into the lap of the daring Portuguese and Spaniards, but profit, won so freely, soon called opponents into the field. Rivalry, the ever watchful stimulus of trade had opened the eyes of the North. Yet what most of all caused these nations, especially the Dutch, to

‡ Lans.

compete with the Portuguese and Spaniards in India, was the unlucky move by which the latter closed Lisbon against the Dutch mercantile navy.

Seeing its usual store of supply cut off and its second-hand profit endangered Dutch commerce took the alarm and at

of the boldest and most clear sighted governors that ever served the Company's cause in the East Indies, proclaims Batavia the centre of the Dutch forces.

Holland had become one of the first powers in Europe; but the wonderful possessions of the Dutch East-India

struggle for self preservation which on many occasions might have been deemed entirely hopeless, if the opponents in Europe had been fully possessed of the facts which have since been brought to our knowledge. If, however, we may pass in silence the details of war between the



Holland Abroad

Natives of Banda

once made efforts to meet its opponents on an equality.

In 1595 the first Dutch vessels are sent out under Corn. Houtman, to trace the unknown path to India, risking their poor ships round the Cape of Good Hope. Their enterprise is crowned with success. Corn. v. Neck, Warwyk, and v. d. Hagen. follow. In 1599 Banda is visited by Jacob Heemskerck.

The Oost-Indische Compagnie famous for its rapid development and unprecedented display, commences its operations in Indian waters. Soon the love of monopoly excludes all others from the field of commerce. India like Europe is disturbed by war amongst the nations, trading in those days sword in hand and the guns loaded on board their merchant ships.

In the Moluccan Archipelago the foes of the Hollanders generally make common cause with the natives, who are shut out from the profitable trade of spices themselves. This constant struggle, however, does not disturb the company's sphere of influence, on the contrary it leads to a permanent form of administration, which reaches its highest pinnacle when Coen, one

Company in India are of a strictly private character, governed by officials controlled by the company only, and the State itself has not the slightest intention to join the distant isles to the Mother-country. Monopoly in the Moluccan Archipelago is all that is desired, and the company's officials know perfectly well how to safeguard its interest in this respect.

We need not enter into the company's

Dutch and other European nations, we may not wholly do so with regard to the struggle between the natives and the Dutch in India, which fills many an inglorious page in the history of those days.

As a rule writers of the present century have criticized the policy of the Oost Indische Compagnie in a most severe way, especially with regard to the hard measures carried out in the Banda Islands, and we shall certainly not defend any of these unscrupulous acts which were forced upon the Bandanese in order to maintain the monopoly of spices in Indian waters.

It is clear, however, that in judging of past times the critic has to bear in mind first of all that in the beginning of the 17th century the ideas about humanity in war were radically different from what they are now. Secondly, equity should allow for many an act of bloodshed provoked by the constant treachery of the Asiatic tribes, seemingly eager to grant any amount of privileges, solemnly pledged when they considered themselves compelled to submit, but as eagerly scouted, as soon as they thought the moment fit to do so, either on instigation or by instinct.



Holland Abroad

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"IT'S GOOD"

Ceylon Tea

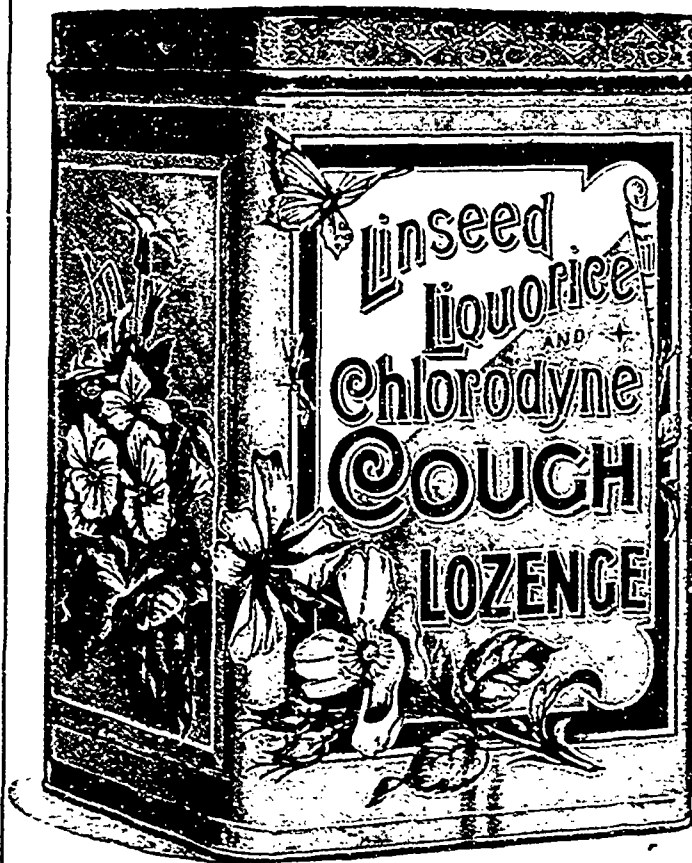
Druggists should handle this as a distinctively Chemist's Tea. Retails at 25, 30, 40, 50, and 60 cents a pound. Black or Mixed. Write for wholesale prices.

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Each tin holds
7 pounds, and is
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Besides afford-
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the Lozenges
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climate, the Tins
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some Show Case
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& will, no doubt,
lead to an in-
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Carlton Works, Manchester, England,

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

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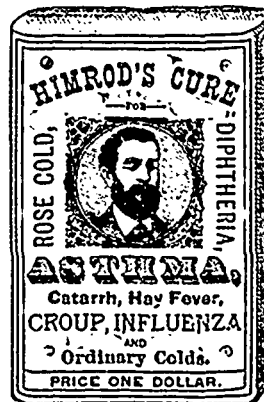
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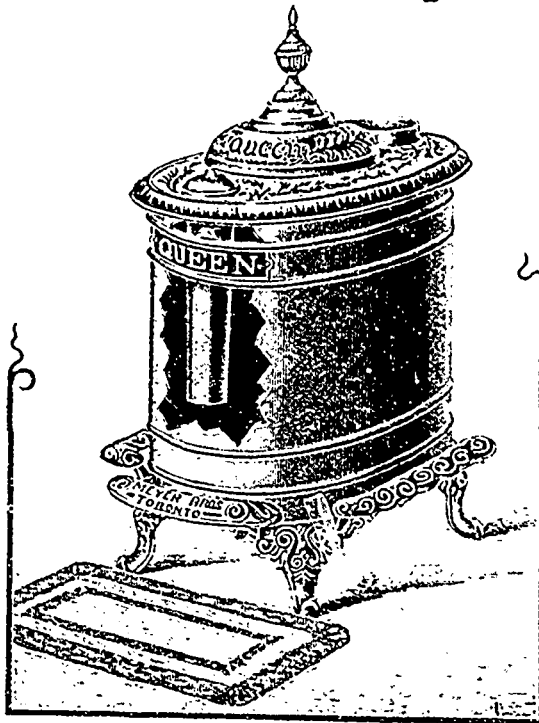
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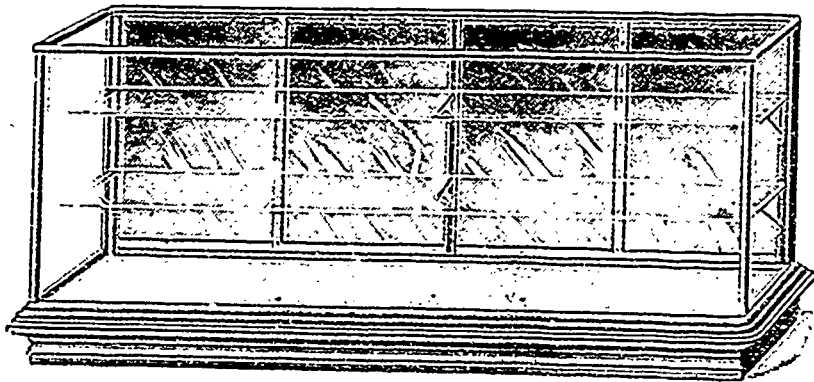
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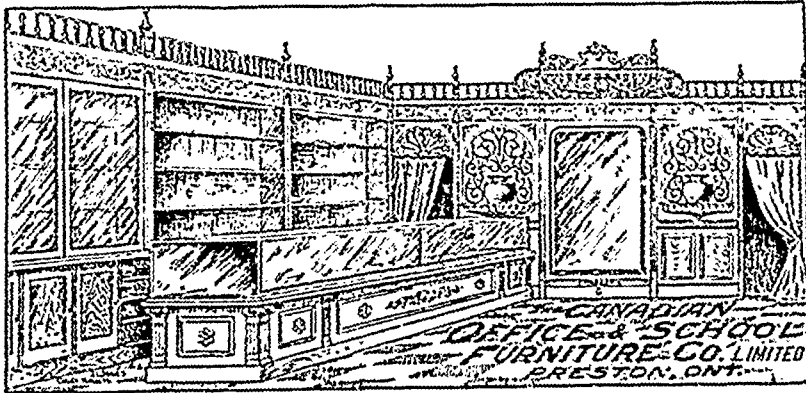
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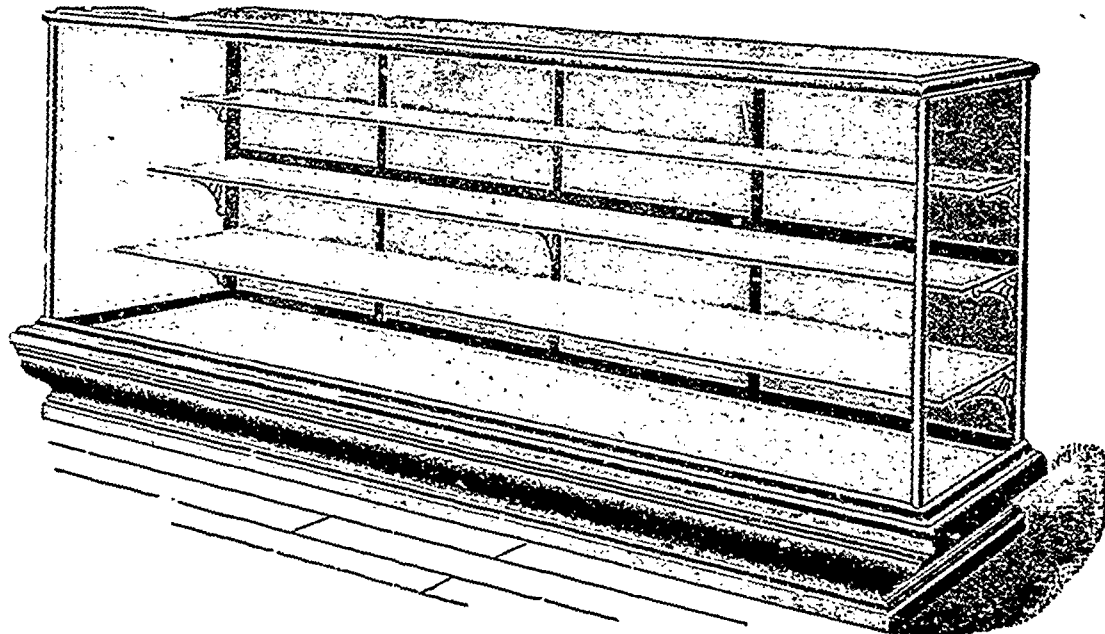
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Style Figure 68a.

No doubt the self-evident want of understanding of two races so different in character, religion and tradition, must be taken into account when judging any shortcomings on either side which originating in the slaughter of the isolated Dutch forces and constant mutinies, ended in a complete submission of the monopolized islands and almost wholesale massacre of the Bandanese in 1622.

Whatever we may have to say in these matters and wherever our sympathies lie, there is this testimony which speaks clearly in favor of the Dutch rulers that when in later years the political fall of Holland caused the nation to neglect the Indian Archipelago, the natives complain-

blindness of those who, pretending to govern India on sound commercial principles, do not even see that the miserable monopoly was the cause of endless war and should in the end drain Indian resources.

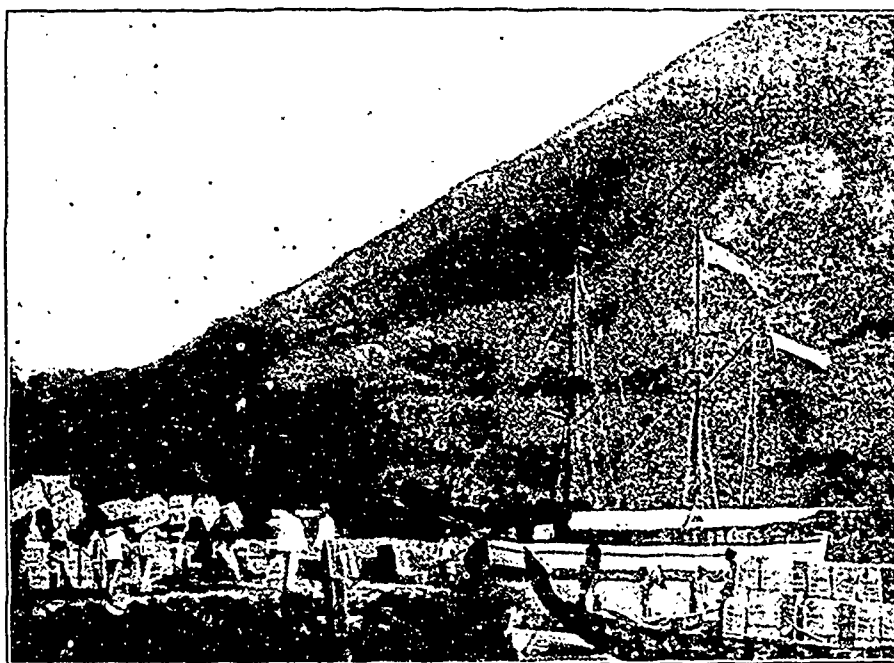
As unwise as the man in the fable who killed the goose with the golden eggs to get all the profit at once, the rulers of India, alarmed at the number of trees "that bear gold," rashly cut down so many that they drove the people away and wealth with them.

By restricting the cultivation of nutmegs and mace to Banda Neira, Lonthoir and Ay the monopoly caused a great deal of injury to the Moluccan Archipelago.

excessive punishment inflicted upon the offenders.

Besides the regular loss caused by smuggling, there was another which very often swallowed the profit for years, viz, the *volcanic eruptions* alternating with storms or parching drought, causing heavy loss of full bearing trees, whilst moreover the scarcity of hands in years of abundant crops is met with in nearly each of the volumes, which deal with this part of the company's arduous administration.

If we could separate the Moluccan administration from the complex of the company's extensive household reaching south as far as Australia, and eastward as far as Japan, including the stations at the



Island of Banda

ed about their being left to themselves and protested for fear of being wholly abandoned by those whom they had learned to consider their regular masters.

When in 1796 the Spice Islands became English for the first time (they were brought under the English flag for another short period once more in 1810), the natives still continued to consider themselves as subjects of the Dutch and they hoisted even then the Dutch flag on all festive occasions.*

This single fact appeals to every impartial critic. It exonerates neither the rash acts of cruelty nor the merciless despotism exercised by the Conquerors, but it goes far towards excusing them.

What we needs must blame looking back over so many years is the general

By compelling all the produce—nutmegs and mace—to come to Europe, it crippled the trade, which had ever found its natural outlet in Asia. Severe control and constant vigilance of course could do something to maintain the monopoly in the days of the company's utmost glory, but it is easily understood that against the unnatural law, smuggling was ever on the alert for an opportunity to detract the much-cherished spices from the company's stores either with or without the connivance of the company's own officials.

Though estimates differ it is not at all inadmissible that over one-fifth † of the yearly Banda produce of nutmegs and mace was diverted by smuggling in Indian waters, and such notwithstanding the

Cape, in Ceylon and on the Coast of Malabar, a deficit would be shown by many years that were considered extremely profitable by the shareholders in former days.

Leaving aside the years of enormous profit in the Indian trade, which may be reckoned to have lasted till 1693, there remains a period of more than one century when the returns hardly cover the expenses, nay even entail a loss, and we may safely state that the Moluccas were a good deal the cause of the disastrous end of a management, commenced under the auspices of inexhaustible wealth.

With a staff of a good many more than 19,000 Europeans in India (1770) of which nearly 3,300 were in the Moluccas, the company's administration must no doubt

* George Windsor Earl.

† La Perouse Crawford.

have been far too intricate to allow many either to appreciate its real state, or to foretell its future career but for grave blunders on its part.

Involved in every war which threatened Holland, bound to assist the State either with saltpetre and ships or money

in the mother country with too little knowledge of India's wants.

When in the second period of English possession of the Banda group (1810—1816) Governor Raffles declared himself an absolute foe of monopoly and asked the English Government to sanction a

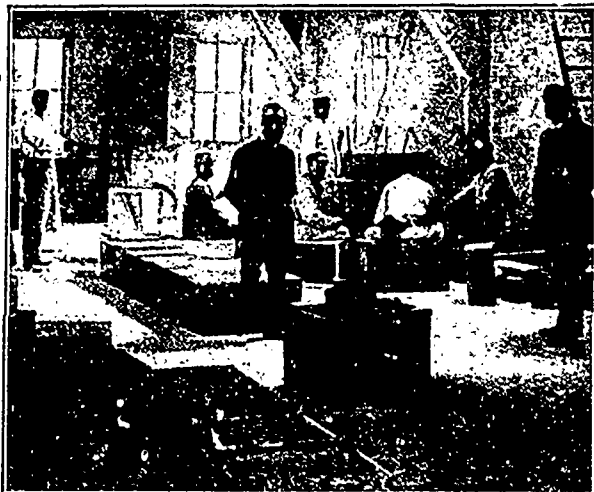
stored the Banda possession to Holland, no material change whatever had been made in their administration.

Mercus, the Dutch Governor-General, after his visit to Banda pleaded for the abolition of the monopoly. Van den Capellon, who visited Banda after him in 1824, though much impressed with the desolate state of the impoverished islands, did not dare to abandon the venerable monopoly system sanctioned by a usage of 200 years.

Some change, however, had been introduced. In 1819 slavery [slaves had been emancipated nominally in 1812 under the English] had been definitely abolished in the Moluccas by the Hollanders, and though for the moment the difference between slaves and "adscripti glebæ" (*perkhoorigen*) is still less essential than it pretended to be, this first reorganization was to smooth the way for broader views of lawful trade also.

In 1853 the port of Banda was opened to the flag of every friendly nation. However, as the produce was still monopolized by the Government, merchantmen, knowing that they would not find any cargo, of course did not call.

In 1862 the expeditions of extermination (*Hongi-tochten*) were abolished, and for the future the young nutmeg trees are allowed to thrive in any of the islands of the Moluccas. Very likely the unforeseen rise of Penang and Singapore as spice-markets, supplied by the produce cultivated on English territory (Malacca) helped to open the eyes at last. Only

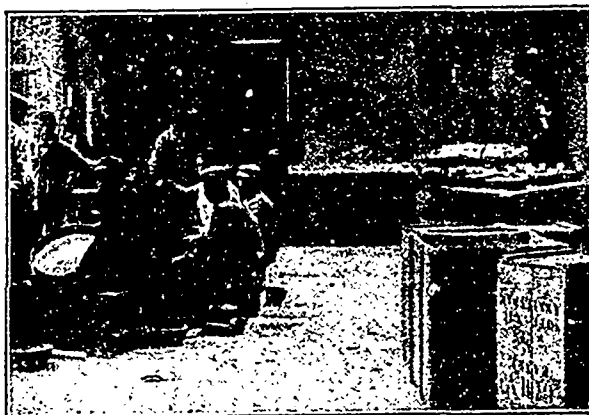


Natives at Work

or both, the *O. I. Compagnie* had of course more to do than simply to administer the Indian territory. Her greatest fault was the waste of produce ordered to be burnt in Amsterdam, or destroyed in the Moluccas, conforming to strict orders from the company's headquarters. Their eyes were closed against everything that should have been taken as a warning to break with the cutting down of trees (*hongj-expeditions*) and slavery. They were wilfully closed against everything that savored of free labor and free trade, and they would remain so even for many years in favor of the old prejudices. When in 1798 the company's bankrupt household showing a deficit of 120 millions was handed over to the State, the government did not know how to act better than to continue the monopoly of spices, which even managed to draw on its miserable life till 1870.

We need not wonder that, whilst in Europe at the end of the 18th century the revolution changed everything, the ideas in India moved very slowly only. Of course there were some persons in India and even amongst the highest officials who pleaded for a complete opening up of the islands for trade, but the advice they sent home did not find much favor. Under the administration of Holland as well as under that of England, proposals concerning the Banda Isles to this effect met

change, he complained that the Bandanese knew just as little of England as the English knew of the Banda group. If on commercial principles—Raffles wrote—it may be deemed advisable that the spices shall be collected into few hands, let the gardens or their produce be farmed out. Let the East India Company or any association of Europeans enter into the speculations, but let the British Government preside.



This advice was quietly passed by. England did not take any real interest in the Banda group itself, except that its produce should be directed to England, instead of to Holland as before. When the *Treaty of Breda* in 1816, once more re-

three years later the first parcel was sold in Banda Neira in free auction.

Sidorol is the name given to piperazine quinate. It is given in quantities of 5 grams per day for the gouty diathesis.

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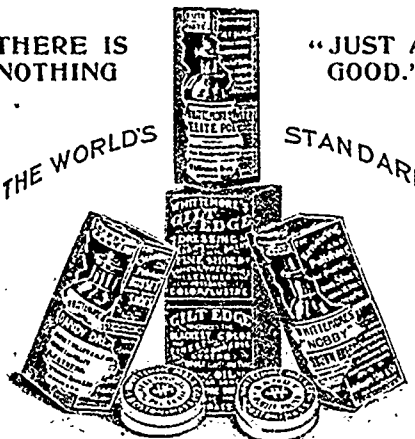
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Suggestions on Truss-Fitting.

By H. H. DRPKO, M.D., Chicago, in the Medical Standard.

The following suggestions will be found of interest to those druggists who have difficulty in fitting trusses:

There is an incalculable want of information, among the general profession, regarding the essentials in the successful retention of the various forms of hernia, whether with the view of treating cases with the object of curing them, or with the aim of rendering the patient safe from strangulation and as comfortable as it is possible for those afflicted with the disability to be, who are resigned to the physical discomfort and annoyance of truss-wearing.

We take it for granted that the diagnosis has been correctly made and that the abdominal contents which protruded have been properly reduced and lie out of harm's way in the cavity of the abdomen. The matter of retention is that which now concerns us. This, under any and all circumstances, must be perfect to avert possible serious consequences. Any form of injection treatment is barred until such adjustment of a truss has been accomplished as will retain the abdominal contents with the same degree of certainty and perfection as if the breach were securely sutured.

A common error of those who essay to fit trusses in cases of inguinal hernia, is to place the pad so that it impinges on the pubic bone, makes undue pressure on the spermatic cord and obstructs the the nerve and blood supply of the genital organs. Sufficient space should be left between the pad and the bone to permit the finger to be inserted. The truss must ride free of the pubic bone.

The character of the pad to be used is an important matter. Whenever it is possible it is preferable to use a hard, polished pad on account of its perfect cleanliness. The pad to be used in inguinal hernia should be constructed so that its upper end is deeper than the lower. This insures the proper pressure at the internal ring and not at the external ring where pressure is usually erroneously applied.

The use of a large pad is, as a rule, to be avoided except in extremely old cases in which the external ring is very large, and in those cases in which the abdomen is large and pendulous. As a usual thing a suitable pad for inguinal hernia is about the size of a two-thirds longitudinal

section of a hen's egg. In femoral hernia, a pad about the size of a small walnut is the only one that I would advise to be used. If a larger one is adjusted, it will press upon the femoral artery and vein and interfere with the circulation.

In oblique hernia, it is imperative in order to secure retention, to apply the pad so that it will make such pressure as will prevent the abdominal contents from entering the internal ring, since, if this happens, the peritoneal sac, intestine or omentum, as the case may be, readily slips down the inguinal canal and emerges from the external ring beneath and below the pad, notwithstanding truss-pressure, or protrudes and causes an enlargement above the pad.

In femoral hernia, the pressure should be over and slightly above Poupart's ligament and to the inner side of the femoral vein. A femoral pad should also be constructed so that its upper end is deeper than the lower, that its greatest pressure may be directly over the inner opening of the femoral canal. If its thickest or deepest part is at the lower end, the gut will slip into the femoral canal and wedge itself under the pad. In such instances, if it does not protrude beyond the pad, pressure upon it in the femoral canal will be so great as to cause extreme suffering and enhance the chance of strangulation.

The recumbent is the most desirable position for the adjustment of a truss in inguinal or femoral hernia, the weight of the contents of the abdominal cavity tending to draw the portion which previously protruded from the ring away from the site of rupture, and admit of complete pad adjustment which, when the patient resumes the erect attitude, will hold the breach or enlarged and inguinal canal in so firm a manner as to prevent the bowel, sac or omentum, from starting to come out when it presents internally at the internal ring.

If the case be one of direct inguinal hernia, the pressure must necessarily be over the external ring, care being taken to avoid pressure on the pelvic bone and cord. Occasionally the internal ring is dragged down nearly to or quite opposite the external ring, in which case pressure is made upon both rings in the same direction. In such cases it is often necessary to use a special pad; likewise in long-standing cases in which atrophy of tissue renders the caliber of the breach unusually large.

The education of the patient, in the

matter of not interfering with a truss properly adjusted, is usually neglected. Ninety five per cent. of those applying to me who have been previously fitted with trusses I have found suffering with pad pressure on the pubic bone and even below it. When I remonstrate with such patients, they reply that "There is where the rupture comes out." In many cases it requires patience and perseverance to convince the patient that the truss applied as above directed is properly applied. After a few weeks of complete retention, the pressure may be gradually reduced and still retain the hernia in a perfect manner.

Thermometers.

TEN POINTS WORTH KNOWING ABOUT THERMOMETERS.

1. In cold weather thermometers require a longer time to register than in warm, because the mercury is at a lower temperature when placed under the tongue.

2. The mercury in a clinical thermometer cannot be shaken lower than the temperature of the room.

3. A clinical thermometer should not be subjected to a greater heat than 110° F., which is the full registering capacity. A greater heat is sure to damage the instrument.

4. A thermometer is made self-registering by contracting the bore to such an extent that the smallest particle of mercury will not pass without being forced. The expansive force of heat drives it upward, and a downward swinging motion serves to force it back. The above conditions make it impossible to obtain absolute accuracy in a self-registering instrument, as the mercury rises in little jumps, which necessarily vary according to the conditions present in each instance. However, this variation is usually one-tenth of a degree or less, and never exceeds one-fifth of a degree in a reliable instrument.

5. The average normal temperature is 98.6 degrees Fahrenheit, or 37 degrees Centigrade, though many persons in perfect health have abnormal or subnormal temperatures. The temperature varies about one-half of a degree in twenty-four hours, being highest just after the heaviest meal of the day. The temperature of any particular individual does not afford a satisfactory test as to the accuracy of an instrument, since uniformity cannot be depended upon in different persons.

6. Standing with the back to the light facilitates the reading of a thermometer.

7. Thermometer bulbs are made of very thin glass to secure the least possible shrinkage, and to obtain the quickest registration, hence are easily broken. It is a great injustice to the manufacturer to be called upon to replace instruments broken in the hands of the dealer or physician.

8. Small bulb thermometers are much more difficult to shake down, owing to the smaller bore and lighter mercury column, and are not so apt to lose their registration.

9. Reliability is of the utmost importance, as life is often at stake; a thermometer is not cheap at any price if it is inaccurate; economy is bad policy where quality (the vital point in a thermometer) has to be sacrificed.

10. A dealer takes a great risk in having his name engraved on an instrument by a manufacturer whose reliability is in doubt. As quality is not casually observed in a scientific instrument, the maker's guarantee is his only safeguard.

The International Pharmacopœia.

At the ninth International Pharmaceutical Congress, held at Paris, France, August 3-8, 1900, the following report of the committee appointed to consider this question was submitted. The conclusions arrived at were as follows:

1. To prepare a table showing the differences in strength of medicaments bearing the same name in different Pharmacopœias.

2. To unify this table.

3. To ask that in future Pharmacopœias the strengths proposed be adopted, and attention called thereto in foot notes.

4. The members of the Congress—official and non-official—to do all they can to get the strengths adopted.

5. To ask the Belgian Government to arrange with other Governments for a conference in Brussels, and to ask all the members to have all their proposals ready to lay before the meeting whenever it may be called.

A. Tschirch submitted the following proposal relative to the International Pharmacopœia:

1. A conference on this question will not succeed unless the nations most particularly interested (Germany, England, Austria, Belgium, France, Italy, Russia, and Switzerland) are represented by at

least two delegates officially recognized by their Governments. The other countries should, when possible, send their representatives. The Governments of the principal States will thus show from the first that they are favorable to this unification.

2. The conference will not attain its object unless it prepares a detailed programme in advance. The fundamental principles, as also the proposals of the Belgian Government, carefully studied and prepared, should be communicated beforehand to the administrators of medical affairs of the countries taking part in the conference. Moreover, the latter should be asked to consider these principles and contribute their opinions.

3. All academies of medicine and all pharmaceutical societies should be asked to send a representative. It is desirable that these associations on their part discuss and study the scheme.

4. The question cannot be solved by an improvised meeting of delegates little acquainted with it. It is only a carefully-thought-out scheme, discussed in a conference constituted as suggested, which could attain the end that all the world so earnestly desires.

Confucius, the Key to China.

You will never understand China until you study Confucius, or at least learn enough about that extraordinary personage to get some notion of the way in which, and of the reasons because of which, he, and he alone, has crystallized the Middle Kingdom into that changeless mass of custom and impenetrable convention which gives it its practical invulnerability.

China cannot and will not be altered. No spread of commerce, no impulse of education, no influence of scientific inventions, it seems to me, will, for many generations to come, transform the minds and lives of the "Flowery Land." And the reason is ever Confucius! The Chinese, one and all, it may be roundly stated, have allowed their souls and bodies, their homes and business, their social, civil and political condition to be forever regulated by "Kong-fu-tse." In every city, town and village of China you will see the vermillion-colored temple of the great teacher. Everywhere are painted and gilded tablets inscribed with his precepts. The emperor and the chief magnates of the empire must, at stated intervals, do hom-

age to his immortal and most sacred memory, and his writings or oral instructions constitute the classics and the holy writ of the Chinese youth. All that need be known to estimate the nature of the famous philosopher and the character of his teaching may easily be gathered from the last two volumes mentioned on the list of Sir John Lubbock's (now Lord Ausbury) "Best Hundred Books." These are a "Life of Confucius" and an anthology of Chinese scriptures, both from the erudite pen of one whom I have the privilege to call my friend, the Rev. W. Jennings, M.A., rector of Grasmere, Westmoreland.

The first of these admirable works, written without prejudice, nay, indeed, with all the catholic largeness of an educated scholar and liberal Churchman, shows clearly enough that Confucius was an opportunist—the most unmoral of moralists, the most unspiritual of theologians, an advocate of expediency above principle, of propriety above rectitude, of custom above convenience, of this life rather than that of what he deemed the doubtful future. One of the gloomy and paralyzing sayings he has bequeathed to his country is this: "Hath Heaven ever spoken?" And nevertheless, he was a religious and a superstitious man, as are his compatriots.—*Sir Edwin Arnold, in The Youths' Companion.*

The bread-fruit tree (*Artocarpus Incisa*), the *Ficus Prolixa*, and the *Ficus Indica*, which gives a sap containing the elements of india rubber, grow abundantly in Tahiti and its dependencies. In 1850, a rubber-tree known under the names of *Hevea Brasiliensis*, *Hevea Guyanensis*, *Siphonia Elastica*, or *Jatropha Elastica*, was introduced into Tahiti, and the results obtained are reported to have been excellent. Nothing, since, however, has been done in the matter, although it is admitted that the production of rubber would add materially to the resources and revenues of this country. The trees most suitable to the climate of Tahiti are alleged to be the *Bevea Brasiliensis* and the *Castilloa Elastica*, whose seeds are said to germinate naturally in the ground where they fall, and whose sap coagulates best in the open air.—*B. & C. Druggist.*

The privilege of old age is that it can look carefully for the second time into things that it was absolutely sure of in the time of youth.



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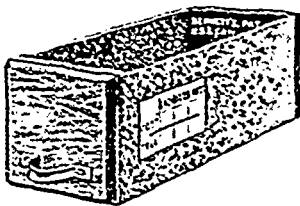
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Face Lotions and Creams.

FACE LOTION.

(For freckles, blackheads, sunburn, etc.)

Precipitated sulphur.....	4 dr.
Camphor.....	16 gr.
Gum acacia.....	30 gr.
Rose-water.....	4 fl. oz.
Lime-water.....	4 fl. oz.

CHAP LOTION.

White of egg.....	1 oz.
Glycerin.....	4 oz.
Witch hazel, ex. (distilled)....	5 fl. oz.
Carbolic acid.....	30 gr.
Rose-water.....	ad 16 fl. oz.

MILK OF LANOLIN.

Egg yolk.....	1
Lanolin.....	4 dr.
Fresh cow's milk.....	4 dr.
Formaldehyde.....	20 m.

Triturate together the lanolin, yolk of egg and formaldehyde; then gradually add the milk.

A LOTION FOR THE FACE AND HANDS.

Castile soap, white, powdered	1 oz. av.
Gum tragacanth, powdered..	1 oz. av.
Borax.....	1 oz. av.
Glycerin.....	16 fl. oz.
Water.....	q. s. ad 1 gal.

Mix the tragacanth with the glycerin; then add the water, in which previously the borax has been dissolved; perfume and color as desired, and strain.

ANTI CHAP CREAM

Quince seed.....	2 dr.
Glycerin.....	1½ oz.
Water.....	1½ oz.
Lead acetate.....	10 gr.
Bulk perfume.....	q. s.

Make a mucilage of the quince seed by macerating in the water; strain, add the glycerin, and perfume to taste.

PASTE FOR REMOVING BLACKHEADS.

The application at night of a paste composed of the following ingredients is recommended by dermatologists:

1.—

Precipitated sulphur.....	1 dr.
Green soap.....	1 dr.
Precipitated chalk.....	1½ dr.
Zinc ointment.....	1 oz.

After keeping the skin well covered with this during the night, most of the blackheads may be washed out in the morning.

2. Another paste, which has been used with good results, is the formula of Prof. Unna, the eminent German dermatologist. It has the following composition:

Kaolin.....	4 parts.
Glycerin.....	3 parts.
Acetic acid.....	2 parts.

Apply in the same manner as directed in the preceding formula

3.—

Resorein.....	Parts
Betanaphthol.....	1
Black soap.....	13
Camphor.....	8
Precipitated chalk.....	12
Precipitated sulfur.....	15
Vaseline.....	100
Lanolin, enough to make.....	500
	1000

The face must be bathed with hot water and thoroughly rubbed with a rough towel before applying the ointment. Use twice a day. Keep bowels open.

4.—LOTION FOR COMEDIANS.

Thymol.....	G	1
Boric acid.....	G	12
Tincture witchhazel.....	G	48
Oil rose geranium.....	gtt.	6
Distilled witchhazel, enough to make.....	G	200

CRAYONS FOR CHILBLAINS

Prof. Sneltele recommends the following in the treatment of chilblains and frost-bite:

Camphor.....	1½ dr.
Iodine.....	3 dr.
Olive oil.....	6 oz.
Paraffin.....	2½ oz.
Alcohol, q. s.	

Dissolve the camphor in the oil, and the iodine in as small a quantity of alcohol as possible. Add the mixed liquids to the melted paraffin, and pour the whole into suitable moulds. The pencil can be rendered hard or soft by the addition or diminution of olive oil.—*Jour. de Med.*

EAU DE COLOGNE (FEHR).

Lemon oil.....	350 grm.
Bergamot oil.....	270 "
Lavender oil.....	20 "
Peppermint oil (Mitcham)....	12 "
Acetic ether.....	12 "
Neroli oil.....	120 drops
White thyme oil.....	100 "
Rosemary oil.....	110 "
Attar of rose.....	20 "
Cologne spirit, 95 per cent....	23 kilos
Mix, and let stand for several days, then add:	
Orange flower water, triple,	1,100 grm.
Rose water, French, triple	200 "

This combination gives an excellent preparation which approaches very closely to the ancient original product (Drog. Ztg). The cologne should be left to stand for three months, at the expiration of which time add from 5 to 7½ kilos of alcohol, and let stand another three months before placing it on sale.—*B. & C.D.*

SOAP POWDER.

The following examples illustrate the

ease with which soap powders *ad infinitum* can be prepared. Wherever possible the combinations should be made without the addition of water. The powders are adaptable to hard water, as their excess of alkali neutralizes the lime that they contain:

	Parts.
Curd (hard) soap powdered.....	4
Sal soda.....	3
Silicate of soda.....	2
Made as dry as possible, and intimately mixed.	

BORAX SOAP POWDER.

	Parts.
Curd (hard) soap, in powder.....	5
Soda ash.....	3
Silicate of soda.....	2
Borax (crude).....	1
Each ingredient is thoroughly dried, and all mixed together by sieving.	

LONDON SOAP POWDER.

	Parts.
Yellow soap.....	6
Soda crystals.....	3
Pearl ash.....	1½
Sulphate of soda.....	1½
Palm oil.....	1

—Oils, Colors and Drysalteries.

CURRY POWDER.

	Ounces.
Turmeric.....	12
Coriander seed.....	12
Ginger.....	4
Mustard.....	4
Black pepper.....	4
Pimento.....	2
Cardamom.....	2
Cumin seed.....	1

BIRD MANNA.

Almonds.....	16 oz.
Wheat flour.....	32 oz.
Cayenne pepper.....	1 oz.
Yolk of eggs	
Honey.....	of each sufficient

Blanch the almonds, reduce them to a smooth paste, add the flour, cayenne pepper, and sufficient honey and yolk of eggs to make into a uniform and smooth paste, which is then formed into cakes.

MENTHOL THROAT LOZENGES.

Ext. licorice, powder.....	4 oz.
Ext. conium, powder.....	1 oz.
Acacia, powder.....	1 oz.
Menthol.....	1 oz.
Sugar.....	400 oz.
Water.....	55 oz.

Mix the menthol with six ounces of the sugar, and incorporate the acacia and then the licorice and conium. Add the water to the rest of the sugar, and melt over a gentle fire. Then quickly heat to boiling, and continue boiling until it is in a condition to "candy off." Then pour on an oiled slab evenly, distribute over the surface the medicated mixture, work together and pass through rollers to complete the mixture. Finally cut into lozenges.

Commercial Items.

COD LIVER OIL.—The catch of cod liver oil off the Newfoundland banks this season has been unusually light owing probably to the heavy storms which have beaten upon the Atlantic coasts during the fishing season, which has resulted in great loss of life and destruction of fishing property. The market for this product is accordingly firm.

TURPENTINE IN INDIA.—The production of turpentine in India is likely before long, says the *Pioneer Mail*, to become an important industry. The Punjab Government have recently sanctioned the establishment of a factory for the distillation of the crude resin, the experiments conducted in the Dehra-Doon laboratory and in Kangra having convinced the Forest Department that production on a very considerable scale is possible. In the Kangra Valley forests alone, last season, some 1,200 maunds of resin were collected.

LINSEED OIL.—The steady advance in the price of flaxseed and the relatively small receipts at Chicago, Duluth and other points, has admonished buyers of linseed oil of prospective higher prices, according to the *Oil, Paint and Drug Reporter*. It is probable, therefore, that few were taken by surprise when the principal crushers last Thursday announced an advance of ten cents per gallon. While an advance was expected, its extent was greater than anticipated, although it appears to be conceded by all that the conditions prevailing warrant the present prices. It was expected, however, that the advance would be gradual, as an advance of ten cents is, to say the least, unusual. There appears to be a wide difference in opinion as to the extent of the crop of seed, the estimates ranging all the way from 15,000,000 to 25,000,000 bushels and apparently the crushers, whose interests are most vitally affected and who are probably best informed as to its probable extent, incline to the lower figures.

SENECA ROOT.—This drug has experienced a rapid advance in price. The yield this year has been under the average and the demand, especially for export, appears to be larger than usual. It is estimated that at least 200,000 pounds are required to meet the demand.

CAMPHOR.—The planting of young

trees to make up deficiencies caused by consumption is carried on assiduously by the Camphor Control Offices of the Formosa Government, which is fully alive to the importance of an article, the possession of which gives it such a strong hold over the camphor market. A new Government refinery is to be opened this year, and will have capacity for a daily output of about 8,000 lbs. What has so far been refined is said to be of good quality, though it appears to be somewhat rich in oil. From a report issued by the Formosa Government on the local camphor industry, it appears that rumors of the establishment of the camphor monopoly regulations caused quotations at home and abroad to rise, even before they were put into force. Manufacturers started working in great haste, and persons otherwise employed threw up their business in order to engage in the production of camphor. All the control offices, except Ratow, purchase the crude camphor and camphor oil, but that office itself engages in its production. The total amount of camphor purchased from the licensed producers or manufactured between August 5, 1899, and March 31 last was 20,437 cwt., and 15,535 cwt. of camphor oil.

GINSENG.—The production of ginseng is a monopoly of the Korean Government. It is grown in gardens in the Songdo district by farmers licensed by the Government, to whom it is sold at a fixed rate. The Government, of course, does not pay anything like the market value for the ginseng; moreover, payment is made in nickels, which are intrinsically worth only one-fifth of their face value, thus the profit made by the Government is a very handsome one. In previous years the licensed farmers got much better prices for the root from the Japanese, who took the ginseng, while the farmers complained to the Government that the Japanese had raided their fields, which they were unable to protect. To such an extent had this practice grown that in order to stop smuggling the Korean Government withdrew the prohibition, and permitted the export of the root on payment of duty of about 50 per cent. *ad valorem*; but in spite of this smuggling went on. Last year the whole crop was safely got in under the personal supervision of the Chief Commissioner of Customs. The ginseng was sold to a Chinese syndicate for £103,000, the contract of sale expressly stipulating that the 1900 crop

should not be exported from Corea until after the 12th Chinese moon—*i.e.*, January, 1901.—*Phar. J., Eng.*

The World's Rubber—Production and Consumption.

Although caoutchouc or rubber-yielding trees are found in a large belt of countries on both sides of the Equator, yet the demand for the best qualities of indiarubber is far in excess of the supply. The varieties which are almost exclusively used when great elasticity and durability are required are the Para, Ceara, and Madagascar rubbers, and the demand for these varieties increases every year—an unerring indication of their value.

The total consumption of rubber in the world to-day is estimated at 140,000,000 pounds, costing at least £15,000,000. The following statistics of the world's production and consumption of rubber are taken from Mr. Ferguson's "All About Rubber," a book which deals in a very comprehensive manner with everything relating to the industry.

THE WORLD'S INDIARUBBER.

PRODUCTION.		CONSUMPTION.	
Country.	Cwt.	Country.	Cwt.
Brazil, Peru, etc.	150,000	America (United States & Canada)	403,000
" (Para)	91,000	United Kingdom & Dependencies save	
" (Ceara)	65,000	Canada	150,000
Guiana	6,000	Continent of Europe	100,000
Bolivia	30,000		
Rest of S. America	40,000		
Central America and Mexico	50,000		
Java, Borneo and Eastern Archipelago	20,000		
East & West Africa	180,000		
Madagascar & Mauritius	8,000		
Ceylon	150		
Australia	—		
Total	1,253,150	Total	1,253,000

In 1898 about 240,000 cwt. of Para rubber were sent to Europe and 200,000 cwt. to the United States, but the amount varies from year to year owing to the very unequal nature of the annual gatherings. The United Kingdom re-exports nearly 150,000 cwt. to the United States, Germany, and Russia out of her imports of 400,000 cwt. of raw rubber. Africa supplies half of the rubber sent into the United Kingdom; and we learn from the handbook on the rubber industry by the B.S.A. Company that it is now ascertained that extensive tracts in north-west and north-east Rhodesia produce natural rubber of a high commercial value. The native methods of extraction, however, are very destructive; and in the absence of protective regulations the opening up of markets will inevitably tend to the rapid extirpation of rubber trees.

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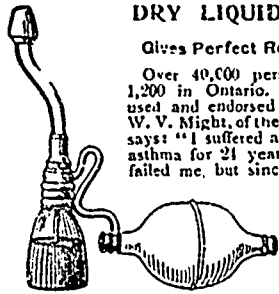
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VICTORIA AND VANCOUVER.—Langley & Henderson Bros.
QUEBEC.—W. Brunet et Cie.
ST. JOHN.—Canadian Drug Co. S. McDiarmid & Co.
PRESCOTT.—T. W. Chamberlain & Co.
MONTREAL.—Huden, Huber & Co.

The only Pills which purge without pain



The Box of 40 Pills: 25¢ free by Post.
Ph^o BOISSY, 2, Place Vendôme, PARIS

ALL LIVE DRUGGISTS

HANDL

TURKISH DYES

They are sold with an absolute guarantee, and you need have no hesitation in recommending them to your customers.

We supply cabinets with two and five gross lots.

For prices, sample card, and all information, apply to

Brayley, Sons & Co.

MONTREAL.

"Encourage Home Industry."

EXPOSITION UNIVERSELLE DE 1900

Paris, July 25, 1900

MESSRS. J. S. HAMILTON,
Brantford, Ont., Canada:

DEAR SIRS.—In accordance with your wishes I have had both the champagne and red and white wines tasted by several connoisseurs both French and English. All of these expressed surprise that an article of such excellence was produced in Canada, and even manufacturers admit that the brand L'Empereur is of excellent quality. This opinion from critics who are by no means easy to please should be very satisfactory to you and it gives me pleasure to congratulate you upon it. Yours faithfully,

W. A. MACKINNON,
Supt. Food Products, Canadian Bldg.



THE OLDEST - THE BEST

Received Medal and Diploma at Province of Quebec Exposition, Montreal, 1877.

Trade supplied by all leading Drug Houses in the Dominion.

LAUGHLIN FOUNTAIN PEN

The Best at Any Price

A Seasonable Suggestion—A gift of never ending usefulness and a constant pleasant reminder of the giver.

Your choice of these popular styles, superior to the

\$3.00 STYLES

of other makes, for only

\$1.00

Try it a week. If not suited we buy it back, and offer you \$1.10. We are willing to take chances on you wanting to sell, we know pen values, you will when you own one of these.

Finest quality hard rubber holder, 14k. Diamond Point Gold Pen, any desired flexibility in fine, medium or stub, and the only perfect ink feed.

One Pen Only to one address on this special offer, by mail, postpaid on receipt of \$1.00, (registration 5c. extra.)

Ask your dealer to show you this pen, if he has not or won't get it for you (do not let him substitute an imitation, on which he can make more profit) send his name and your order to us, and receive free of charge one of our Safety Pocket Pen Holders.

Remember—There is no "just as good" as the Laughlin, insist on it, take no chances.

Address—

LAUGHLIN MFG. CO.

262 Laughlin Block,

DETROIT, MICHIGAN.



GOOD ADS

If you are using one paper it is desirable to use good copy in your ads. If you are advertising in fifty papers it is fifty times more important to have copy that will "do business."

Poor copy wastes space.

Space costs money.

I make it my business to prepare copy that pulls business.

If you are advertizing in a dozen papers it will pay you to pay my prices.

If you use fifty or more papers, the original cost per paper is light.

I furnish original drawings, cuts, and electros.

I claim to have made a success of the illustrated ad in Canada.

I want to correspond with advertisers who want good copy and appreciate the fact that goodness and cheapness seldom go together.

J.P.McConnell, Ad Specialist.
Fifth Floor Temple Building.
TORONTO.

Cigars, Cigarettes, Tobaccos, Pipes.

If you handle these lines it will pay you to buy from us. Our range is admittedly the most complete in Canada. If our Travellers do not reach you call on us when in the city.

ANDREW WILSON & CO.

43 Yonge Street,

TORONTO.

COALITINE

GUARANTEED AND PROVED TO
 SAVE 33% OF THE COAL BILL

— **THINK OF IT!** —

1 Ton Coal costs, say \$6.00. One third of it, or \$2.00, saved by a tin of COALITINE at a cost of 50 cents

NO SMOKE, NO FOUL AIR, LESS ASHES, NO CLINKERS

Manufactured by **The Coalitine Co. of Scotland**

J. RITCHIE, 15 St. John St., Montreal
 Agent for Canada and Newfoundland

Send Five Cents for Sealed Particulars



Decorated
 Tin
 Boxes

For sale by
 Wholesale
 Druggists
 and
 Druggist
 Sundrymen.

Send for
 Illustrated
 Catalogue.

from Mexico, Guatemala, Nicaragua and Colombia is steadily diminishing, owing to the gradual extermination of the rubber plant.

The preparation of india-rubber has principally depended upon the wasteful methods of semi-civilized peoples, who laboriously extract the milky juice of the rubber plants at the sacrifice of millions of trees. Dr. Morris, who has made a special study of the subject, says that many localities where rubber was once abundantly obtained have almost ceased to produce it. Collectors have to go farther and farther into the interior, and the cost of transit is thereby greatly increased. If the preparation of the rubber were kept under scientific control and all injurious substances—such as proteids, dirt and chips—were excluded, not only would the trees be preserved, but the actual value of the rubber would be increased by at least 25 per cent.

The price of Para rubber, which regulated the prices of all other sorts, has been steadily increasing since 1894, when it was 2s. 11d. per lb.; in 1895 it rose to 3s. 2d.; in 1896, to 3s. 4d.; in 1897, to 3s. 6½d.; while the average price for the first three months of 1898 was 3s. 9½d. These prices are below what they were in 1882 and 1883, when fine Para fetched 4s. 4d. per lb.

Mangabeira rubber, which is found between Pernambuco and Rio de Janeiro is of a pinkish color, and the price is generally only one-half of that of fine Para.

During recent years African rubber exports have rapidly increased, and Africa now holds the second place as a source of india-rubber.

The rubber industry in Ceylon is being gradually developed, but the output at present is very small.

Guttapercha is only found in a small area of the earth's surface, Singapore forming the centre of the district. Singapore exports about 50,000 cwt. of guttapercha every year, while the Dutch islands round about export 65,000 cwt. The small sources of supply, combined with wasteful methods of production and great demand, threaten guttapercha with extinction.—*Commercial Intelligencer.*

It is deceitful and unbusinesslike to put off a transaction on the pretense that you will speak to your partner, wife, or think about it, when the simple word yes or no would settle matters.

Department of Advertising.

By J. P. McCONNELL, Toronto.

About Enquiries.

Since the last issue of THE CANADIAN DRUGGIST I have had numerous enquiries from the trade on different questions relating to advertising. None of these queries could properly be answered in these columns.

I would request that such enquiries be addressed to this department in care of the DRUGGIST and they will be answered in the next issue. For the benefit of retail druggists who have asked for prices for writing newspaper ads would say that at present I am not offering my services to retail advertisers. My reason is that I believe in illustrated newspaper ads. More point can be given to a good picture than in half a column of type. The beauty of it is that everybody will read the picture and almost nobody reads a long-drawn-out argument in type. Illustrated ads cost more than the average retail druggist can afford to pay. However, it has occurred to me that if a sufficient number of druggists throughout the country are desirous of securing a first rate illustrated ad service at a reasonable price that I would produce a series exclusively for the drug trade.

At least fifty dealers in different towns would have to become subscribers to such a service before it would pay me to prepare it. But each dealer would get it at a price he could easily afford to pay. He would, moreover, be getting a service such as has never been produced for the retail trade in Canada, or, so far as I know, in the States. Druggists who are interested should state in writing to me what size and space they use, class of trade, whether daily or weekly papers, etc.

THE SEASON FOR COLDS.

A good deal of advertising is being done at this season for cough and cold cure remedies. It strikes me that the up-to-date druggist can reap a harvest by taking advantage of the popular notion that folks ought to "take something for that cold."

How would it do to dress a window with different cough and cold remedies likely to be asked for, putting a small card on each one concisely stating the name, good points, and price? Get a colored print somewhere in line with the subject, cut it out in outline, paste it on

a dark cardboard ground, letter it appropriately, and give it prominent place in the window. If your print is humorous be careful that it does not offend your prospective customers. Sick people are more or less cantankerous and don't like to be ridiculed.

I think that sort of a window would attract attention and help business. Don't leave it in till it becomes rusty.

REMEMBER THE NEWSPAPERS.

Follow your window up with a snappy announcement in the newspapers. Don't spread your story out too long but talk straight to the ladies and gentlemen who have or are just catching a cold. Try to get hold of the person who is just starting to sneeze. Direct your talk to him. When a man begins to feel he has "caught cold" is the time to sell him something to stop it.

AN EXAMPLE.

There is material for a good ad in the following, but it is weakly written and atrociously set up. The average compositor thinks he must do something freaky to be clever in setting an ad. A printer who would set the heading of an ad on end and expect it to be read must have a patent process of reasoning akin to a certain long-eared animal we all wot of.

The word "Balmzoin" is bad enough but stood on end nobody will attempt it. But more of that anon. Here is the ad:

BALMZOIN.

Rough, Red and Chapped Hands, Face and Lips made soft, white and smooth by using Balmzoin. Is entirely free from that greasy and sticky feeling, and can be used at any time without inconvenience.

25c.

BLANK & CO.

DISPENSING CHEMIST.

Another idiosyncrasy of either the advertiser or the compositor apparent in

this ad is the wrong use of capitals. One of the first lessons taught in the junior spelling classes of the public schools is the correct use of the capital. The first word at the beginning of a sentence, a proper name, the Deity, or the first word in each line of poetry will afford almost all the opportunities for the legitimate use of capitals that any writer of English has a right to.

There is no reason why an ad should not be correctly spelled and punctuated. The most frequent reason why ads are not properly written and set up is carelessness. Carelessness in writing and setting up an ad is almost as inexcusable as carelessness in putting up prescriptions.

The adjectives and nouns in the first sentence are somewhat confusing. Balmzoin is "free from that sticky feeling." What sticky feeling? Surely not the mucilage or sticky-fly-paper feeling. They have "that sticky feeling," if that is the one meant.

The price, "25c." is away out of proportion for the size of the ad. There is no excuse for making the price the most prominent thing in the ad. If those three type characters were of such a nature in themselves to attract attention, there would be some reason for making them the most prominent thing in the ad. The price is not the most important by any means. Balmzoin and what is said of it are quite as important as what is charged for it.

Naturally with this setting the firm's name has had to take a back seat. It should have been kept more prominent.

Here is what I would consider an improvement both in wording and setting on the above ad. :

Balmzoin

(For the Skin)

Makes the skin soft, white and smooth.
Good for chapped hands, rough lips or redness of the face.
Smooth, healing and dainty.
Can be used at any time.
Is not sticky like other lotions.
A little of it goes a long way.
25 cents.

BLANK & CO.

117 Healing Street,
BLANKVILLE

Paraform collodion is a mixture devised by Unna, consisting of collodion containing in solution 5 per cent. of paraformaldehyde. It serves to desiccate and destroy small cuticular excrescences.

Photographic Notes.

Toning Solution.

The following is recommended as a good formula for making a toning solution to secure black tones on gelatine printing-out paper :

Sulpho-cyanide of ammonia...	¼ oz.
Chloride of gold	15 grs.
Caustic potash.....	15 grs.
Water.....	10½ ozs.

A TRIPOD HINT.—Another method of restraining the wandering propensities of one's tripod screw is, where the tripod top is of wood, to bore a hole in its edge and screw in the screw whenever it is not required for its legitimate purpose.

TO FLATTEN PRINTS.—To flatten prints which have been allowed to dry naturally, and which are therefore cockled, lay face downward on soft pad, get a flat ruler with a straight edge, perfectly free from roughness, or any similar tool, press gently with edge on back of print, which should be slowly drawn away from underneath the ruler. This, when repeated two or three times, will iron the print out quite flat. Do not press too heavily. Draw the print away by a corner.

A CHEAP ROSE FOR WASHING NEGATIVES, ETC.—Procure a round tin, such as is used for tinned salmon, or a condensed milk tin will do, and punch two holes half an inch from the top opposite each other; pass a piece of wire or string through these to form a handle to hang under water tap. Into the bottom punch a number of small holes with a needle or any other sharp instrument, and you have a rose tap equal to all the requirements of the ordinary photographer, and at a cost of nothing. To prevent the tin from rusting, coat it inside and out with etching varnish.

Hints to Beginners.

The following suggestions upon the care of photographic apparatus, and also the hints on the subject of photography, are intended solely for the perusal of the many amateurs who are anxious to learn the art of photography, and to whom the first steps are of the greatest significance.

After selecting a camera of any good make, the first and most important point is the construction of a dark room, *i.e.*, a room or closet which does not admit light, as all plates are sensitive to white light, and can be opened and examined by ruby light only. The best results will

be obtained by deciding upon the use of one kind of plate (that of some good maker), one kind of paper, and one kind of developer, and adhering to them until thoroughly familiar with them. Experimenting and continual changing lessen the chances for a beginner of producing successful work. See that all solutions and trays to be used are properly labeled. Keep solutions in bottles well stopped, a rubber stopper being preferable to one of cork, especially for ammonia.

Don't mix your trays; have developing tray one color, toning tray another, and hypo another. Hypo in the developer will spoil both developer and plate.

To prevent plate spoiling, keep them in a cool, dark place. Sensitized paper should also be kept in a dark, dry place. Occasionally wipe out the inside of the camera with a cloth, to remove dust which might settle on the plate, causing "pinholes" to appear in the negative.

To make clean work, dust off the plates with a camel's hair brush, after placing them in the holder; also frequently dust out the holder.

Do not allow your camera or lens to remain in the sun when not in use. Lenses should always be protected from dust and scratches. When going any distance it is always well to provide yourself with an extra ground glass. You may break it just when you wish the use of it most.

To take dimly-lighted interiors it is sometimes desirable to render the ground glass more transparent, which may be accomplished by applying a little glycerine to the ground surface.

In taking any view, remember to always expose for the darker points, leaving the better lighted portions to take care of themselves. By following this rule you will save yourself a great deal of disappointment and a great many plates, or film. Over-exposures are preferable to under-exposures, provided you can restrain your developer.

Don't be afraid to thoroughly develop your negative; wait until the image has almost disappeared from it. A great deal of the trouble you seem to have in getting clear prints comes from under-developing.

There are many good developers on the market now that do not stain the hands. Use them. Your wife will be better pleased; so will you.—*Photo-American.*

Wholesale Manufacturers of Optical Goods

Spectacles and Eye-Glasses

In GOLD, SILVER, STEEL and Other Metals

Lenses, Trial Sets, Cabinets
and all Optical Materials ..



J. J. ZOCK & CO.



ACCURACY and FINISH
with the best WEARING
QUALITIES for the
LEAST MONEY....

WRITE FOR OUR PRICES

32 and 34 Adelaide Street West
TORONTO

R If you want to build up a good prescription trade no one can help you better than we can.



Instimos closed

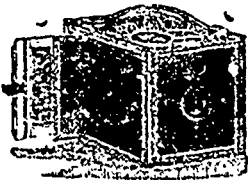
Cameras for Xmas Trade

INSTIMOS PREMOS HAWK-EYES EVERYTHING FOR THE PHOTOGRAPHER

Special Discount to Druggists and Other Dealers.

We Make Mounts.

SEND FOR CATALOGUE **The W. A. LYON CO., LTD.,**
130 BAY STREET, TORONTO



Photographic Goods

A Profitable and Desirable Side Line for Druggists.

TO THE ROYAL FAMILY

To the Principal Courts
and Governments
Universities and Hospitals



Medals and Highest Award
At all Great
International Exhibitions.

ROSS, LIMITED

MANUFACTURERS OF CELEBRATED

Photographic Lenses | Microscopes
Cameras | Field and Opera Glasses
Optical Lanterns | Telescopes, etc.
LIBERAL TERMS TO CHEMISTS

111 New Bond Street, London, W.
Estab. 1830. Works: CLAPHAM COMMON Lists Free.
Now Ready, Eighth Edition. Price 6s. 6d.



MANUFACTURED BY

H. Planten & Son
ESTABLISHED 1826
NEW YORK

SPECIAL PRICES for EXPORT
Correspondence Solicited

PLANTEN'S Comp. O & Co Black and Sandal Wood Oil CAPSULES

Are Celebrated the World over for Uniformity and Reliability
Sold by all Druggists in the Dominion of Canada.
Specify Planten's on all Orders.

H. Planten & Son (Established 1826) New York
"Pioneer American Capsule House"

We Can Save You Money

—ON

STOCK ORDERS

Get Our Prices for the Best Prescription Work Obtainable.
Prompt Attention, Perfect Workmanship—
and Reasonable, too.

A Trial from all who have not previously patronized our R Department is solicited.

Price list, addressed envelopes and prescription blanks furnished on application.

Dominion Optical Co.

63 Yonge Street, Toronto

'Phone 2808



For Cementing on to Glass only.

IS a new candidate for popular favor and for some years to come is likely to take the foremost place with those who desire an elegant window sign at a reasonable price. Being concave on the back and mirrored in gold or silver by a new and patented process, they show on the front or face side a convex or half-round effect, and the mirrored finish is altogether more brilliant and attractive than that of any other letter on the market while their durability is of the very best.

LETTERS AND FIGURES

Size 2 inch Silver.....	8 cts.	Gold.....	10 cts.
" 3 " "	12 cts.	" "	15 cts.
" 4 " "	16 cts.	" "	20 cts.
" 6 " "	24 cts.	" "	30 cts.

The Gold is fired into the glass, and therefore very durable. These letters and figures can also be had in any color, Jet Black or Opal White, and make very handsome signs.

Size 2 inch.....	4 cts.	4 inch.....	8 cts.
" 3 "	6 cts.	6 "	12 cts.

Cement in 10c., 15c. or 25c. Tin boxes.

Write for discounts and 64-page Catalogue to

WM. SEDGWICK

200 CLARK ST., CHICAGO

THE Canadian College of Optics



Has only one aim and object, viz : To turn out good, practical opticians. Six years' teaching has brought about perfection in results. Hundreds of students will testify of our success.

We do not pretend to compete with cheap schools and diploma mills. The interests of our students are too sacred to us.

Two courses—COLLEGE and CORRESPONDENCE

NEXT COLLEGE COURSE JAN. 15, 1901.
CORRESPONDENCE COURSE ANY TIME

For full particulars, address:

W. E. Hamill, M.D.

OCULIST

88 Yonge St., TORONTO

Optical Department.

In charge of W. E. HAMMILL, M.D., Principal of the Canadian College of Optics.



An enquiry recently relative to the word "optician" induced me to consult the dictionary of the century, viz., "The Century Dictionary and Cyclopædia." This is a work of ten large volumes of about five thousand pages in each volume, and is without doubt pre-eminently the most recognized, authentic authority of the age. While at it, I thought your readers would be also interested in the meaning of some other words akin to optician, viz.: "Optician," and more remotely, "oculist," "ophthalmologist," "ophthalmist," and "optics." The quotation marks which follow will serve to distinguish the quotations of the Century Dictionary from my own comments, remarks and applications.

Optics.—"That branch of physical science which treats of the nature and properties of light, of the theory of colors (chromatics), of the change which light suffers, either in its qualities or in its course when refracted or transmitted through bodies (dioptrics), when reflected from their surfaces, or when passing near them (catoptrics), of the structure of the eye and the laws of vision, and the construction of instruments of introspection, as telescopes, microscopes, etc." The "etc." naturally includes spectacles, as they are instruments of introspection.

A knowledge of Optics, therefore, accepting the above definition, means a knowledge of light and its laws.

Chromatics.

Refraction
Reflection
Catoptrics } of dioptric bodies.

Anatomy of the Eye.

Physiology of Vision.

Construction of Optical Instruments.

Each of these divisions are further studied under many sub-divisions, which, taken with *Geometrical* and *Physical Optics*, covers the whole science of Optics.

Optician, "a person skilled in the science of optics, or one who makes or sells optical glasses and instruments."

Opticist, "a person skilled or engaged in the study of optics."

Oculist, "a physician whose specialty is diseases or defects of the eyes; one skilled in the treatment of the eyes; an ophthalmologist."

Ophthalmology.—"That branch of science which deals with the eye, its anatomy and functions, in *health and disease*"

Ophthalmologist.—"One who is versed in ophthalmology."

Ophthalmist.—"Same as ophthalmologist."

Oculist, *ophthalmologist*, and *ophthalmist* have therefore the same meaning, and apply to the same person, i.e., to one (a physician) "who deals with the eye in *health and disease*"

Schools or colleges therefore which deal with the eye in health and disease are the only ones which can ethically call themselves schools or colleges of ophthalmology, and yet every reader of this journal knows of certain so called Colleges of Ophthalmology which have not a teacher connected with them who knows anything whatever about the *eye in disease*, or, in other words, eye diseases. What a farce to call a school a College of Ophthalmology whose teachers and graduates all combined could not diagnose a case of iritis from conjunctivitis! What an absurd sight it is to see a diploma from a mongrel College of Ophthalmology adorning the walls of some unsuspecting or unsophisticated druggist or jeweller!

What a catch-penny trap it is to secure the patronage of the hoodwinked. Not a physician connected with it, and yet they have the audacity to issue an ophthalmological diploma. Is there any more certain method of bringing down the opposition and wrath of physicians who have spent years of time and study at an expense of thousands of dollars to become ophthalmologists? It is unfair to oculists that this cheap-John diploma should be encouraged or tolerated, and I firmly believe its whole effort and practice is illegal and its graduates liable—the former for issuing and the latter for exposing such diplomas.

The words *optician* and *opticist* are alike in meaning viz: "One skilled in the study and science of optics," which skill they will secure at an optical college or institute, and a diploma from which testifying that they are either an optician

or optician is quite proper and right. A competent optician and optician understands the science of optics as explained in the definition above and enables him to fit spectacles to any healthy eye, and it is only healthy eyes the optician should have anything to do with, and the science of optics teaches him what to do with any anomaly of a healthy eye. That should be sufficient for any druggist or jeweller; if he wishes to become an ophthalmologist oculist or ophthalmist let him first study medicine and become a physician.

The following students have just completed a course of instruction at the Canadian College of Optics, under the tuition of Dr. W. E. Hamill, all of whom secured diplomas,

Mrs. R. C. Holcombe, Welland.

W. G. Matheson, Norwich.

E. F. Boerst, North East, Pa.

Miss E. M. Perrin, B.A., Lindsay.

The next class will commence on January 15, 1901, at the College, although the correspondence course can be taken up any time. See advertisement on another page.

Egg Oil.

During the last few years there have been several efforts made to popularize soap made from egg oil, and a patent was recently taken out for the process. The method, however, is by no means new; indeed, egg oil was exhibited by the Russian Commission in the Great International Exhibition of 1862, one quality shown being specially adapted for use in making soap, and samples of the soap made from it were also shown. The oil, by the-by, is only contained in the yellow of the egg. It is extracted from the yolk of hard-boiled eggs, either by pressure or by the use of ether or other solvent. Dewkowitzsch gives the physical and chemical constants of egg oil at length in his "Chemical Analysis of Oils, Fats and Wax."

The Canadian Druggist Exchange is conducted by Dr. W. E. Hamill for the convenience of druggists who wish to dispose of or purchase a drug business. No better method could be adopted of bringing together men who wish to sell with men who wish to buy. We have examined the method adopted by the doctor and think he has systematized it to perfection, and a letter to him at 88 Yonge street will bring you full details of how it is done. He always has a large number of buyers on his list.

COKE DANDRUFF CURE

The only American Hair Preparation admitted
to the Paris Exposition.

THE ONLY ABSOLUTE DANDRUFF CURE KNOWN

Extensively advertised. Easy to sell.
Sold under a guarantee to cure Dandruff or money refunded.
Write for free booklet.

Canadian Depot:
Lyman Brothers & Co., Limited
Toronto

A. R. BREMER CO.
15 to 21 LaSalle Street
CHICAGO

Ontario Vaccine Farm, Palmerston.

The Ontario Vaccine Farm was established in 1855 and is under the personal supervision of Dr. A. Stewart and a competent staff of assistants. Owing to the increased demand for vaccine in Canada, Dr. Stewart has of late made an extensive addition to the vaccine farm. He has erected a two-story brick operating room and laboratory, as well as large calf stables. The laboratory, which is a very extensive one, is upstairs, while the operating room is located on the ground floor. It is modelled after the operating rooms of the most modern hospitals and has no connection with the vaccine stables. It is large, airy, cheerful and well lighted, extra care being taken to guard against outside contamination. The floors are of cement, pains being taken to have them as near perfection as the latest features of sanitary engineering will permit of, while every article of furniture, operating tables, instrument cases, solution vessels, etc., are made of material which permits of flushing with antiseptic solutions. The operating room is large enough to permit of several animals being operated on at one time. The stables are also models of neatness, each calf being confined in a separate compartment; accommodation being provided for a large number. The floors are of cement, permitting of rapid disinfection. The inoculation of animals and the subsequent collection and preparation of virus are practised according to the principles of aseptic surgery. Sterilization of everything connected with the operation is executed by the latest improved instruments and methods. The water supplied is from an artesian well bored down into solid rock, giving the very purest quality.—*Can. J. Med.*

The Todd Remedy Co, Limited.

TO THE TRADE,—In addressing this letter to you our prime object is to direct your special attention to the system of Trade Coupons which we have adopted in connection with the sale of our goods.

We have frequently been asked by the "trade" to devise some means whereby they could handle our goods and demand full price for them, and not be compelled to follow the "cutters" and sell without a profit. We believe we have perfected such a plan, that if properly followed out by the "trade" will not only give every dealer his full profit, but will also satisfy the purchasing public.

The coupons we propose using range in value from five cents to fifty cents, which we believe will be sufficient inducement to the suffering public to continue the use of these medicines until permanent results be obtained. We guarantee one coupon in every package of our goods, and the greater number shall contain a coupon of sufficient value to induce a second purchase of our goods. Of course we cannot guarantee that one dealer shall receive any special size coupon, each having to take his chance should he buy in quantities smaller than gross lots.

These coupons, of course, shall only be of value to the purchaser on again buying "Fema Cura" or "Kidney Cura," as they are simply Rebate Coupons, and we trust you will decline to honor them should they be presented to you in payment upon any other purchase. We believe that if the trade give us their support in this matter we will be able to assist them materially in securing living profits upon our goods, and at the same time give the public the benefit of these rebates.

We ask that you honor our coupons at their face value, whenever presented in payment of another purchase of our goods and we in turn will promptly honor them in the same manner through your wholesaler, or from us direct. If you do not understand the nature of the above, kindly address us personally, and we will be pleased to explain more fully.
THE TODD REMEDY CO., LTD., Toronto.

THE DRUGGISTS' EXCHANGE IS CONDUCTED for the convenience and protection of druggists who wish to sell or buy a drug business. A letter with a stamp for reply will give you full particulars of how we have conducted this business for the past five years. Address, W. E. HAMILL, M.D., 83 Yonge Street, Toronto.

AN ACTIVE CANADIAN DRUGGIST OF LARGE city and country experience wishes to invest a small capital as manager or joint manager of a drug business where he could obtain employment and moderate remuneration for his services. CHEMIST, 51 Victoria Avenue, WINDSOR, ONT.

UNITED STATES DISPENSARY, FIRST AND Second Editions wanted. State condition and price. Dr. H. M. WHELFLEY 2312 Albion Place, St. Louis, Mo.

WANTED TWO 3-FT. SHOW CASES, OVAL Front, Double Diamond Glass. Address, Box 18, Bridgen, Ont.

BUSINESS WANTED

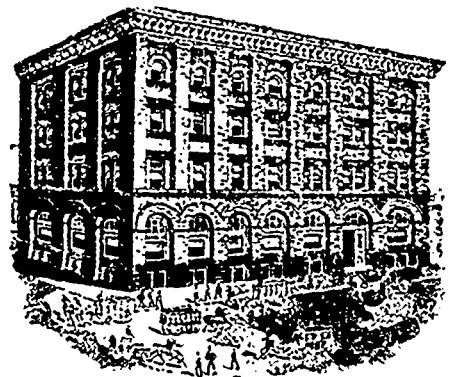
DRUGGISTS, WE HAVE PURCHASER FOR Good Drug Business. KERRY WATSON & Co., London.

Advertise in East Africa

Manufacturers of proprietary medicines wishing to advertise by circulars (house-to-house system) and show cards in British East Africa, apply to—

EASTERN ADVERTISING AGENCY,
MOMBASA, EAST AFRICA

Excellent Field for Sale of Patent Medicines



The Bole Drug Co.,

WHOLESALE DRUGGISTS,
WINNIPEG, MANITOBA.

We carry a full range of Drugs, Sundries, and Patent Medicines, and can quote to the trade between Port Arthur and the West against any other house in Canada.
CORRESPONDENCE SOLICITED.

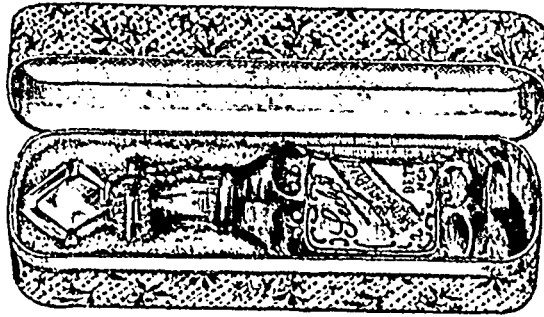
SEELY'S HOLIDAY PERFUMES

Unrivalled for 39 Years

Special attention has been given the line this year, and it is larger and more beautiful than ever.

WITHOUT A PEER

As we sell to the drug trade ONLY, in return we claim at least a share of your patronage.



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SEELY, the American Perfumer

DETROIT, MICH., U.S.A.

WINDSOR, ONT

CANADIAN DRUGGIST PRICES CURRENT

Corrected to November 8th, 1900.

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

ALCOHOL, gal.....	\$4 75	\$5 00	Powdered, lb.....	\$ 30	\$ 35	Kino, true, lb.....	\$ 2 50	\$3 00
Methyl.....	1 90	2 00	CARBON, Bisulphide, lb.....	17	18	Myrrh, lb.....	45	46
ALLSPICE, lb.....	13	15	CARMINE, No. 40, oz.....	30	40	Powdered, lb.....	55	60
Powdered, lb.....	15	17	CASTOR, Fibre, lb.....	20 00	20 00	Opium, lb.....	4 50	4 75
ALOIN, oz.....	40	45	CHALK, French, powdered, lb...	10	12	Powdered, lb.....	5 75	6 00
ANODYNE, Hoffman's bot., lbs...	50	55	Precip., see Calcium, lb.....	10	12	Scammony, pure Resin, lb.....	12 50	13 00
ARROWROOT, Bermuda, lb.....	40	45	Prepared, lb.....	5		Shellac, lb.....	35	40
St. Vincent, lb.....	20	25	CHARCOAL, Animal, powd., lb...	4	5	Bleached, lb.....	40	45
BALSAM, Fir, lb.....	45	50	Willow, powdered, lb.....	20	25	Spruce, true, lb.....	30	35
Copaiba, lb.....	70	85	CLOVE, lb.....	17	20	Tragacanth, flake, 1st, lb.....	85	90
Peru, lb.....	3 25	3 50	Powdered, lb.....	18	22	Powdered, lb.....	1 10	1 25
Tolu, can or less, lb.....	70	75	COCHINEAL, S.G., lb.....	40	45	Sorts, lb.....	55	70
BARK, Barberry, lb.....	22	25	COLLODION, lb.....	75	80	Thus, lb.....	8	10
Bayberry, lb.....	15	18	Cantharidal, lb.....	2 50	2 75	HERB, Althea, lb.....	27	35
Buckthorn, lb.....	15	17	CONFECTION, Senna, lb.....	40	45	Bitterwort, lb.....	36	40
Canella, lb.....	15	17	CREOSOTE, Wood, lb.....	1 30	2 50	Burdock, lb.....	16	18
Cascara Sagrada	25	30	CRENASOL (JEVES) 4-oz. bottles, per doz.	4 50	5 00	Boneset, oz., lb.....	15	17
Casarilla, select, lb.....	18	20	" " 12-oz. bottles, per doz.	10 80	11 00	Catnip, oz., lb.....	17	20
Cassia, in mats, lb.....	25	28	CUTTLEFISH BONE, lb.....	35	40	Chiretta, lb.....	25	30
Cinchona, red, lb.....	60	65	DENTRINE, lb.....	10	12	Coltsfoot, lb.....	20	28
Powdered, lb.....	65	70	DOVER'S POWDER, lb.....	1 50	1 60	Feverfew, oz. lb.....	53	55
Yellow, lb.....	35	40	ERGOT, Spanish, lb.....	80	85	Grindelia robusta, lb.....	45	50
Pale, lb.....	40	45	Powdered, lb.....	1 10	1 20	Horehound, oz., lb.....	18	20
Elm, selected, lb.....	18	20	Ergotin, Keith's, oz.....	2 00	2 10	Jaborandi, lb.....	45	50
Ground, lb.....	17	20	EXTRACT LOGWOOD, bulk, lb...	13	14	Lemon Balm, lb.....	38	40
Powdered, lb.....	20	28	Pounds, lb.....	14	17	Liverwort, German, lb.....	38	40
Hemlock, crushed, lb.....	18	20	FLOWERS, Arnica, lb.....	15	20	Lobelia, oz., lb.....	1 1	20
Oak, white, crushed lb.....	15	17	Calendula, lb.....	55	60	Motherwort, oz., lb.....	20	20
Orange peel, bitter, lb.....	15	16	Camomile, Roman, lb.....	30	35	Mullein, German, lb.....	17	20
Prickly ash, lb.....	35	40	German, lb.....	40	45	Pennyroyal, oz., lb.....	18	22
Sassafras, lb.....	15	16	Elder, lb.....	20	22	Peppermint, oz., lb.....	21	20
Soap (quillaya), lb.....	13	15	Lavender, lb.....	12	15	Rue, oz., lb.....	30	30
Wild cherry, lb.....	13	15	Rose, red, French, lb.....	1 60	2 00	Sage, oz., lb.....	18	22
BEANS, Calabar, lb.....	45	50	Ros-mary, lb.....	25	30	Spearmint, lb.....	21	25
Tonka, lb.....	1 20	1 75	Saffron, American, lb.....	65	70	Thyme, oz., lb.....	18	20
Vanilla, lb.....	8 00	15 00	Spanish, Vafa, oz.....	1 00	1 25	Tansy, oz., lb.....	15	15
BERRIES, Cubeb, sifted, lb.....	25	30	GELATINE, Cooper's, lb.....	75	80	Wormwood, oz.....	20	22
powdered, lb.....	30	35	French, white, lb.....	35	40	Verba Santa, lb.....	28	48
Juniper, lb.....	7	10	GLYCERINE, lb.....	20	25	HONEY, lb.....	13	12
Ground, lb.....	12	14	GUARANA.....	1 00	1 10	HORS, fresh, lb.....	20	24
Prickly ash, lb.....	40	45	Powdered, lb.....	1 25	1 35	INDIGO Madras, lb.....	75	85
BUDS, Balm of Gilead, lb.....	55	60	GUM ALORS, Cape, lb.....	18	20	INSCT POWDER, lb.....	35	35
Cassia, lb.....	25	30	Barbadoes, lb.....	30	50	ISINGLASS, Brazil, lb.....	2 00	2 10
BUTTER, Cacao, lb.....	70	75	Socotrine, lb.....	65	70	Russian, true, lb.....	6 00	6 58
CAMPHOR, lb.....	95	1 00	Asafetida, lb.....	45	50	LEAF, Aconite, lb.....	25	30
CANTHARIDES, Russian, lb.....	1 40	1 50	Arabic, 1st, lb.....	70	75	Bay, lb.....	18	20
Powdered, lb.....	1 50	1 60	Powdered, lb.....	80	95	Belladonna, lb.....	25	43
CAPSICUM, lb.....	25	30	Sifted sorts, lb.....	45	50	Buchu, long, lb.....	50	45
			Sorts, lb.....	30	35	Short, lb.....	35	00
			Benzoin, lb.....	50	1 00	Coca, lb.....	55	60
			Catechu, Black, lb.....	9	20	Digitalis, lb.....	15	70
			Gamboge, powdered, lb.....	7 20	1 25	Eucalyptus, lb.....	18	20
			Guaiaac, lb.....	50	1 00	Hyoscyamus.....	20	25
			Powdered, lb.....	90	00	Matico, lb.....	70	75

Seuna, Alexandria, lb.....	\$ 30	\$ 35	Rhatany, lb.....	\$ 20	\$ 35	ANTINERVIN, oz.....	\$ 85	\$ 1 00	
Tinnevely, lb.....	20	30	Rhubarb, lb.....	75	2 50	ANTI-KAMINIA.....	1 35	1 40	
Stramonium, lb.....	20	25	Sarsaparilla, Hond, lb.....	45	55	ANTIPYRIN, oz.....	0 55	0 65	
Uva Ursi, lb.....	15	18	Cut, lb.....	50	65	ARISTOL, oz.....	1 85	2 00	
LRECHES, Swedish, toz.....	1 00	1 10	Senega, lb.....	55	15	ARSENIC, Donovan's sol., lb.....	25	30	
LICORICE, Solazzi.....	48	50	Squill, lb.....	13	25	Fowler's sol., lb.....	10	13	
Pignatelli.....	35	40	Stillinger, lb.....	22	27	Iodide, oz.....	50	55	
Grasso.....	30	35	Powdered, lb.....	25	40	White, lb.....	6	7	
Y & S—Sticks, 6 to 1 lb., per lb.	27	30	Unicorn, lb.....	38	25	ATROPINE, Sulp. in ½ ozs. 8oc.,	6 00	6 25	
“ Purity, 100 sticks in box	75	75	Valerian, English, lb. true.....	20	45	oz.....	40	45	
“ Purity, 200 sticks in box	1 50	1 50	Virginia, Snake, lb.....	40	18	BISMUTH, Ammonia-citrate, oz.....	55	60	
“ Acme Pellets, 5 lb. tins	2 00	2 00	Yellow Dock, lb.....	15	75	Iodide, oz.....	25	30	
“ Lozenges, 5 lb. tins.....	2 00	2 00	RUM, Bay, gal.....	2 50	2 25	Salicylate, oz.....	3 75	4 00	
“ Tar, Licorice, and Tolu,	2 00	2 00	Essence, lb.....	3 00	3 50	Subcarbonate, lb.....	3 25	3 30	
5 lb. tins.....	30	35	SACCHARIN, oz.....	60	65	Subnitrate, lb.....	7	8	
LUPULIN, oz.....	70	80	SEED, Anise, Italian, sifted, lb.....	13	40	BORAX, lb.....	8	9	
LYCOPodium, lb.....	1 20	1 25	Star, lb.....	30	30	Powdered, lb.....	2	3	
MACR, lb.....	1 85	1 90	Burdock, lb.....	6	7	BROMINE, oz.....	8	13	
MANNA, lb.....	9	10	Canary, bag or less, lb.....	10	13	CADMIUM, Bromide, oz.....	45	50	
Moss, Iceland, lb.....	12	13	Caraway, lb.....	1 15	1 25	Iodide, oz.....	35	40	
Irish, lb.....	21	25	Cardamom, lb.....	25	30	CAFFEINE, oz.....	1 65	1 70	
MUSK, Tonquin, oz.....	25	30	Celery.....	50	60	Citrate, oz.....	95	1 00	
NUTGALLS, lb.....	25	30	Colchicum.....	15	20	CALCIUM, Hypophosphite lb.....	35	38	
Powdered, lb.....	10	12	Coriander, lb.....	15	17	Iodide, oz.....	5	6	
NUTMEGS, lb.....	20	25	Cumin, lb.....	7	9	Phosphate, precip., lb.....	10	12	
NUX VOMICA, lb.....	12	15	Fennel, lb.....	4	4½	Sulphide, oz.....	15	10	
OAKUM, lb.....	70	75	Fenugreek, powdered, lb.....	4½	5½	CERIUM, Oxalate, oz.....	1 25	1 38	
OINTMENT, Merc. lb. ½ and ½	45	50	Flax, cleaned, lb.....	6	7	CHLORAL, Hydrate, lb.....	75	80	
Citrine, lb.....	20	22	Ground, lb.....	11	12	CHLOROFORM, lb.....	60	2 00	
PARALDEHYDE, oz.....	16	18	Hemp, lb.....	15	20	CINCHONINE, sulphate, oz.....	25	30	
PEPPER, black, lb.....	18	20	Mustard, white, lb.....	25	30	CINCHONIDINE, Sulph., oz.....	28	30	
Powdered, lb.....	3	4	Pumpkin.....	65	70	COCAINE, Mur., oz.....	7 50	8 50	
PITCH, black, lb.....	10	12	Quince, lb.....	5	6	CODEIA, ½ oz.....	65	70	
Bergundy, true, lb.....	2 25	3 25	Rape, lb.....	22	25	COLLODION, lb.....	8	10	
PLASTER, Calcined, bbl. cash.....	65	70	Strophanthus, oz.....	25	30	COPPER, Sulph., (Blue Vitriol) lb.	65	70	
Adhesive, yd.....	12	13	Worm, lb.....	10	12	Iodide, oz.....	6	10	
Belladonna, lb.....	80	85	SEIDLITZ MIXTURE, lb.....	15	16	COPPERAS, lb.....	1 60	1 65	
Galbanum Comp., lb.....	25	30	SOAP, Castile, Mottled, pure, lb.	25	40	DIURETIN, oz.....	75	80	
Lead, lb.....	1 00	1 10	White, Conti's, lb.....	25	40	ETHER, Acetic, lb.....	40	50	
POPPY HEADS, per 100.....	2½	3	Powdered, lb.....	60	65	Sulphuri, lb.....	1 00	1 10	
ROSIN, Common, lb.....	3½	4	Green (Sapo Viridis), lb.....	75	80	ENALGINE, oz.....	25	30	
White, lb.....	25	30	SPIRMACETI, lb.....	10	12	HYOSCYAMINE, Sulp., crystals, gr.	4 50	5 00	
RESORCIN white, oz.....	25	28	TURPENTINE, Chian, oz.....	40	45	IODINE, lb.....	5 50	6 00	
ROCHELLE SALT, lb.....	22	25	Venice, lb.....	5	6	IODOFORM, lb.....	1 40	1 50	
ROOT, Aconite, lb.....	30	35	WAX, White, lb.....	10	12	IRON, by Hydrogen.....	15	16	
Athca, cut, lb.....	25	30	Yellow.....	40	45	Carbonate, Precip., lb.....	30	35	
Belladonna, lb.....	18	25	WOOD, Guaiac, rasped.....	5	6	Sacch., lb.....	45	55	
Blood, lb.....	27	30	Quassia chips, lb.....	10	12	Chloride, lb.....	13	16	
Bitter, lb.....	15	18	Red Saunders, ground, lb.....	5	6	Sol., lb.....	90	1 00	
Blackberry, lb.....	18	20	Santal, ground, lb.....	6	6	Citrate, U.S.P., lb.....	70	75	
Burdock, crushed, lb.....	20	25	CHEMICALS.				And Ammon., lb.....	1 65	3 50
Calamus, sliced, white, lb.....	30	35	ACID, Acetic, lb.....	45	50	And Quinine, lb.....	25	35	
Canada Snake, lb.....	15	20	Glacial, lb.....	30	35	Quin. and Stry., oz.....	13	15	
Cohosh, black, lb.....	40	45	Benzoic, English, oz.....	11	13	And Strychnine, oz.....	50	50	
Colchicum, lb.....	20	22	German, oz.....	12	13	Dialyzed, Solution, lb.....	55	60	
Columbo, lb.....	25	30	Boric, lb.....	40	45	Ferrocyanide, lb.....	25	35	
Powdered, lb.....	38	40	Carbolic Crystals, lb.....	2 15	2 20	Hypophosphites, oz.....	40	45	
Coltsfoot, lb.....	20	25	Calvert's No. 1, lb.....	1 40	1 45	Iodide, oz.....	40	45	
Comfrey, crushed, lb.....	15	15	No. 2, lb.....	60	65	Syrup, lb.....	5	6	
Curcuma, powdered, lb.....	20	25	Citric.....	12	13	Lactate, oz.....	15	16	
Dandelion, lb.....	15	15	Gallic.....	30	35	Pernitrate, solution, lb.....	1 25	1 30	
Elecampane, lb.....	22	23	Hydrobromic, diluted, lb.....	1 50	1 60	Phosphate scales, lb.....	7	9	
Galangal, lb.....	13	15	Hydrocyanic, diluted, oz. bottles	5	10	Sulphate, pure, lb.....	8	10	
Gelsemium, lb.....	18	10	doz.....	3	5	Exsiccated, lb.....	80	85	
Gentian or Genitan, lb.....	20	22	Lactic, concentrated, oz.....	18	20	And Potass. Tartrate, lb.....	80	85	
Ground, lb.....	13	15	Muriatic, lb.....	10½	13	And Ammon Tartrate, lb.....	80	85	
Powdered, lb.....	13	15	Chem. pure, lb.....	25	30	JAYES' FLUID, 25c. bottles, per doz.....	2 28		
Ginger, African, lb.....	18	10	Nitric, lb.....	75	80	“ 50c. bottles, per doz.....	4 50		
Po., lb.....	20	22	Chem. pure, lb.....	12	13	LEAD, Acetate, white, lb.....	13	15	
Jamaica, blehd., lb.....	30	35	Oleic, purified, lb.....	12	13	Carbonate, lb.....	7	8	
Po., lb.....	35	38	Oxalic, lb.....	1 00	1 10	Iodide, oz.....	35	40	
Ginseng, lb.....	6 50	7 00	Phosphoric, glacial, lb.....	1 00	1 10	Red, lb.....	7	9	
Golden Seal, lb.....	1 00	1 20	Dilute, lb.....	13	17	LIME, Chlorinated, bulk, lb.....	5	6	
Gold Thread, lb.....	15	98	Pyrogallic, oz.....	35	40	In packages, lb.....	7	8	
Heleboro, white, powd., lb.....	18	18	Salicylic, white, lb.....	80	85	LITHIUM, Bromide, oz.....	30	35	
Indian Hemp.....	5 00	5 20	Sulphuric, carboy, lb.....	2½	2½	Carbonate, oz.....	30	35	
Ipecac., lb.....	5 25	5 55	Bottles, lb.....	4	5	Citrate, oz.....	25	30	
Powdered.....	40	50	Chem. pure, lb.....	18	20	Iodide, oz.....	50	55	
Jalap, lb.....	40	90	Tannic, lb.....	1 10	1 15	Salicylate, oz.....	35	40	
Powdered.....	40	90	Tartaric, powdered, lb.....	38	40	MAGNESIUM, Calc., lb.....	55	60	
Kava Kava, lb.....	12	15	ACETANILID, lb.....	60	65	Carbonate, lb.....	18	20	
Licorice, lb.....	13	15	ACONITINE, grain.....	4	5	Citrate, gran., lb.....	35	40	
Powdered.....	13	15	ALUM, cryst., lb.....	3	4	Sulph. (Epsom salt), lb.....	12	3	
Mandrake, lb.....	16	18	Powdered, lb.....	10	12	MANGANESE, Black Oxide, lb.....	50		
Masterwort, lb.....	30	40	AMMONIA, Liqueur, lb., SSo.....	1 05	1 10	MENTHOL, oz.....	40	45	
Onis, Florentine, lb.....	40	45	AMMONIUM, Bromide, lb.....	15	16	MERCURY, lb.....	90	1 00	
Powdered, lb.....	40	45	Carbonate, lb.....	35	40	Ammon (White Precip.).....	1 30	1 35	
Pareira Brava, true, lb.....	40	45	Iodide, oz.....	40	45	Chloride, Corrosive, lb.....	1 05	1 15	
Pink, lb.....	40	45	Nitrate crystals, lb.....	12	16	Calomel, lb.....	1 20	1 30	
Parsley, lb.....	20	35	Muriate, lb.....	55	60	With Chalk lb.....	1 50	1 85	
Pleursey, lb.....	15	25	Valerianate oz.....	10	50				
Poke, lb.....	18	18	AMYL, Nitrite, oz.....						
Queen of the Meadow.....									

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THE following classified directory of our advertisers will enable readers to see at a glance the names of the houses handling the goods they require. The firms represented here are amongst the best and most reliable in Canada and elsewhere. You cannot, we believe, make a mistake by purchasing from any of these firms, as they are thoroughly representative of all the leading lines handled by the Drug Trade in the country.

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