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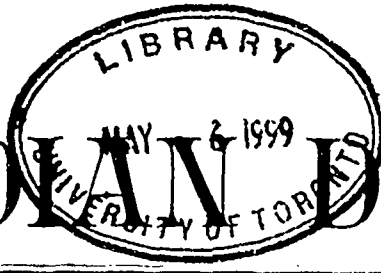
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CANADIAN DRUGGIST.

VOL. I.

TORONTO, JULY, 1889.

No. 1

THE CANADIAN DRUGGIST,

5 Jordan Street, Toronto, Ont.
And Strathroy, Ont.

WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, \$1 PER YEAR, IN ADVANCE.
Advertising Rates on Application.

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

All cheques or drafts, and matter intended for the editor, to be addressed to Box 438, Strathroy, Ont.

New advertisements or changes to be addressed

CANADIAN DRUGGIST, 5 JORDAN STREET, TORONTO.

OUR FUTURE ISSUES.

We have made arrangements with a number of the leading druggists of Canada to write articles bearing on subjects relative to the trade for the next and ensuing numbers of THE CANADIAN DRUGGIST. We are anxious to have contributors and correspondents from all quarters of the Dominion, and to make this journal a means of communication between all druggists. It is not our aim or intention to publish a scientific journal, so called, but one which a druggist may pick up at any time and find matters of interest, and it may be of intrinsic value to him in his every day occupation. Few of us have the time or inclination to wade through heavy articles or essays on matters, which, although important enough in their way, do not present an attractive side to the average reader, and, pecuniarily speaking, do not afford him the profit which very few of us have any objections to realizing. To sum up, our idea is to have a personal means of communication; it may be between a druggist in Victoria, B.C., or in St. John, Newfoundland, or perhaps in more limited spheres between two druggists in Ontario, all done through the columns of this paper. Pursuing this line we invite all to use our columns, provided that everything said can consistently appear in the pages of a first class journal.

THE POSITION OF THE PHARMACIST.

The extract given in another place in this number from a paper read before the Sheffield Pharmaceutical Society shows the condition of pharmaceutical affairs in many parts of England, and which is unfortunately developing in some place in Canada. While not agreeing with some of the propositions made by the writer, notably that of meeting the "cutter" or rather forestalling him in the matter of lower prices, yet some of his suggestions will bear careful perusal. The main point for the pharmacist, we consider, is whether it is not wiser to confine himself more to the true ideal of the profession, the preparation and dispensing drugs proper and pharmaceutical specialties, and to delve into and fathom, as far as possible, the remedial nature and chemical affinities of remedies which the science of pharmaceutical research develops.

DRUGGISTS' ASSOCIATION.

A meeting of the druggists of Wellington, Halton, Peel, Dufferin and Cardwell was held in Guelph on June 26th, when the following gentlemen were present:—Wm. Coleleugh, Mount Forest; R. Phillips and R. H. Perry, Fergus; Thos. Stevenson, J. R. Dodds and A. Turner, Orangeville; J. H. McCollow, Milton; R. Wood, Erin; A. B. Petrie, Dr. Herod, T. S. Petrie and W. G. Smith, Guelph.

W. Coleleugh was appointed chairman and W. G. Smith secretary, pro tem, but just before the members got settled down to business Mayor Gowdy put in an appearance and extended a hearty welcome to the gentlemen from a distance, his remarks being received with applause. A hearty vote of thanks was tendered the Mayor for his kindness and the Aldermen for the use of the Council Chamber.

The meeting then settled down to business. After a careful discussion a constitution and set of by-laws was adopted, after which the following officers and committees were elected unanimously: President, W. G. Smith, Guelph; 1st Vice-

President, Thos. Stevenson, Orangeville. 2nd Vice-President, J. H. McCollow, Milton; 3rd Vice-President, R. H. Hodgson, Brampton; Secretary, W. Coleleugh, Mount Forest; Treasurer, L. N. Yeomans, Mount Forest; Auditors, R. Wood, Erin, J. R. Dodds, Orangeville; Committee on Chemistry, Pharmacy and Legislation, A. B. Petrie, L. N. Yeomans, Dr. McGarvin, J. R. Dodds, Thos. Ruston; Committee on Trade and Commerce, W. G. Smith, Thos. Stevenson, R. H. Perry, J. H. McCollow and C. Store; Committee on Grievances, W. Coleleugh, T. P. Smith, A. Turner, T. S. Petrie, R. Wood; Committee on Entertainments, Dr. Herod, R. Jamieson, R. Phillips, W. Coleleugh, T. H. Yeomans.

The city druggists entertained the visitors to dinner at the Royal Hotel, where a pleasant hour was spent. The meeting of the Association was a pleasant and profitable one, and the hope was expressed that the next meeting would be more largely attended by the druggists living within the bounds of No. 6 district.

Before adjournment the Committee on Trade and Commerce was instructed to confer with a similar committee of No. 11 district on matters affecting their interests. The next meeting of the Association was decided to be held in Brampton.

[We have a letter pointing out that the account of this meeting as published in the Mail and Globe is not correct. The Brantford circular was never mentioned, therefore the conclusions supposed to be arrived at only originated with the party who sent the report. — Ed. CANADIAN DRUGGIST].

THE ELECTION OF COUNCIL.

The election of the Council of the Ontario College of Pharmacy was held on Wednesday, July 3rd. Twenty-nine persons were nominated, four of whom declined to stand, two sent no reply, two were late in replying, and one was not eligible, leaving twenty candidates in the field. The following is the result of the ballot, showing the number of votes received by each candidate:—

Clark, John A., Hamilton	241
D'Aygnon, J. E., Windsor	275

Elliott, R. W., Toronto	171
Hall, John J., Woodstock	292
Hobart, G. S., Kingston	292
Jeffrey, Andrew, Toronto	247
Lawrence, L. T., London	230
Mackenzie, J. H., Toronto	212
Miller, Hugh, Toronto	126
McGregor, C. K., Brantford	242
McKee, John, Peterboro'	248
Petrie, A. B., Guelph	212
Pelkie, A. E., Chatham	79
Polson, N. C., Kingston	154
Roberts, J. S., Senforth	201
Sanders, W. B., Stayner	210
Slaven, J. W., Orillia	235
Smith, W. G., Guelph	113
Walters, Henry, Ottawa	296
Wilson, R., Cobourg	127

The new council with their vote is therefore as follows:—

Walters, Henry, Ottawa	296
Hall, John J., Woodstock	292
D'Avignon, J. E., Windsor	275
McKee, John, Peterboro'	248
Jeffrey, Andrew, Toronto	247
McGregor, C. K., Brantford	242
Clark, John A., Hamilton	241
Slaven, J. W., Orillia	235
Lawrence, L. T., London	230
Hobart, G. S., Kingston	222
Mackenzie, J. H., Toronto	212
Petrie, A. B., Guelph	212
Sanders, W. B., Stayner	210

The old council was composed as follows:—

Sherris,	Clark,
Polson,	Hobart,
Sanders,	Foster,
Pearin,	McKee,
McGregor,	Hall,
Howse,	Walters,
	D'Avignon.

The new board as compared with the old is as follows:—

Old Members.	New Members.
Walters,	Jeffrey,
Hall,	Slaven,
D'Avignon,	Lawrence,
McKee,	Mackenzie,
McGregor,	Petrie,
Clark,	
Hobart,	
Sanders,	

The scrutineers were Messrs. Lewis, Gaynor and McCann.

AMERICAN PHARMACEUTICAL ASSOCIATION.

From special telegraphic reports to the New York Druggists' Circular, we glean the following note of the annual meeting, which took place at San Francisco, on June 24th and four following days. The attendance was somewhat smaller than usual, but the arrangements for the entertainment of visitors were very complete and a large number of interesting papers were read.

The following were elected officers for the ensuing year:— President: Emlen Painter, of New York; First Vice-President, Karl Simmon, of Minnesota; Second Vice-President, W. M. Searby, of California; Third Vice-President, J. W. Eckford, of Mississippi; Treasurer, S. A. D. Shepard, of Massachusetts; Permanent Secretary, Prof. J. M. Maisch, of Philadelphia; Reporter on Progress of Pharmacy, C. Lewis Diehl, of Kentucky.

The membership of the Association was reported to be 1,373, a loss over last year of 13: 119 names having been dropped from the roll and 106 new ones added. The next meeting will be held at Old Point, Va., on the second Monday in September, 1890.

PHARMACISTS AND THE PHONOGRAPH.

A phonograph company is being formed in Kansas City, with a capital of \$200,000, and many of the druggists are looking forward to the time when these instruments will be given around freely for the small sum of \$40 per annum. It will then be possible for them to keep a list of prescriptions with the utmost exactitude. For instance, if a physician comes into the office and wants to give a prescription, he will be invited to talk at the "machine," which will not only take down exactly what he says, but the modulations of the voice, so that in the future there will be double evidence against him, as no man would have the face to deny the authenticity of his voice. Whenever a man who contemplates suicide comes to the drug store, says the National Druggist, he will be asked to whisper into the ear of the phonograph the means he proposes to employ for the same, and what other excuses he has. In court the various acquaintances of the man, when they hear his demands repeated in his natural voice, will be convinced that there was no foul play in his death, but that he himself sought the bourne from which no traveller ever returns. When the average citizen of Kansas desires to take a little medicine of the spirit kind, he will be asked to speak into the throat of the telephone, and there his voice will be scheduled, and in future when the talons of the law catch hold of the druggist, he will be able to prove that he was more sinned against than sinning, and the guilty man will be brought to justice. In fact, this machine is destined to mark a revolution in the annals of the drug business.

A WORD TO THE RETAIL DEALER.

Are you in the habit of carefully reading the advertising pages of your trade paper? If not, will you allow us to specially call your attention to them, and to point out to you the fact that they form a very important and valuable feature that should never be neglected if you hope to do a profitable business. Perhaps you may be under the impression that the trade paper could be published without them. If so, permit us to disabuse your mind of that idea, and to inform you that there is not a single trade paper in the land that could print its reading pages alone if the publishers depended solely on your subscriptions. In

the advertising pages of the trade paper you find the most reliable information in regard to novelties, seasonable and new goods, as well as the staples, without which you could not hope to carry on your business. But staple lines, however necessary they may be, are sold on a close margin, and without the novelties and seasonable articles your profits would be greatly reduced. For this reason the advertising pages should receive as careful attention as the reading matter, which, while more interesting to you, perhaps, for the moment, may not be as valuable in a business sense.

In the advertising pages of this issue are presented for your consideration a varied line of goods suited to your needs. Some of them you may now be selling, while others you may never have heard of before. The advertisements have cost money to the merchants and the manufacturers, and they have placed them in our pages especially with the hope that you will read them. Many of them are attractive outside of their purely business aspect. We trust, therefore, that before laying this paper aside you will examine it from cover to cover, and if within these pages you find something that fills your needs, that you will write to the advertiser regarding it. Your inquiries will receive prompt and careful attention. The advertisements are meant to draw your trade, and inquiries from dealers are never overlooked. And when writing to advertisers do not neglect to mention the name of the paper you saw the advertisement in. Next to receiving inquiries from possible customers the advertiser is gratified in knowing where his advertisements are calling attention to what he has to sell. This is also of great importance to the publisher of the trade paper, as the advertiser will continue his announcements where they are benefiting his business.

MOOT POINTS IN DISPENSING.

The pharmacist everywhere claims that his remuneration for dispensing should be based upon a higher scale than that for ordinary trading transactions, because proficiency in the art amounts to professional qualification, and the duty is on the whole so onerous as to deserve a return commensurate with the responsibility, and skill and knowledge involved. The claim is one which, fortunately, the medical profession and the public recognise to a certain extent, and even "cutting" shops and stores recognise the fact that the profit on dispensing transactions should be on a higher scale than profits usually are. The truth is that there is a limit below which dispensing does not pay; for in the majority of cases a reasonable profit on the drugs used in a prescription would recompense the dispenser most inadequately for the mere labour of compounding, and unless skill and knowledge were in some measure re-

compensated, pharmacy would, in its professional aspect, be a gigantic failure. It follows, of course, that if dispensing charges include a return for professional skill and knowledge, the public is entitled to have the latter meted out to them in due proportion. Hence the dispensing department is one to which the pharmacist can never pay too much attention; he cannot be over-scrupulous in the selection of materials, too zealous in carrying out the directions of the prescriber, or too observant, in his intermediary position between the physician and patient, in looking for and checking errors or clearing away points of doubt which, if thoughtlessly carried out to completion, might seriously prejudice the condition of the patient. It is a matter for congratulation that pharmacists rarely substantiate the obvious blunders of physicians. These are things of every-day occurrence, and are generally trivial errors, such as an extra stroke of the pen turning 3 into 3, the leaving out of such suffixes as "dil." and "comp.," and so forth. To pharmacists who are accustomed to dispense a physician's prescriptions, the occurrence of such slips is quickly noted, but others may not be so fortunate.

TO CORRESPONDENTS.

We invite correspondence on any subject bearing on the drug business. There are many amongst us who are able writers, intelligent thinkers, and whose opinions have weight and influence; there are also those who, unwilling to write, are anxious to make enquiries. We solicit correspondence from all. The only points we wish to impress are that communications should be short, concise, and to the point.

DOCTORS OF PHARMACY.

At a late meeting of the Toronto Retail Druggists' Association, the following resolution was adopted: "That the Toronto Retail Druggists' Association, feeling the necessity for the elevation of the profession of pharmacy, and recognizing the present high standard of the examinations of this Province, would urge upon the Council of the Ontario College of Pharmacy the desirability of the aforesaid Council urging the claims of the pharmacists of this Province upon the Minister of Education (or the proper authorities) with the object of having attached to the curriculum of the Provincial University a course in pharmacy open only to all graduates of the Ontario College of Pharmacy, enabling the said University to confer the degree of Doctor of Pharmacy upon all such graduates taking this proposed post-graduate course."

LOCAL PHARMACEUTICAL SOCIETIES.

During the past few years many local Pharmaceutical Societies have organized in various parts of the country, and have already been productive of much good, not only in the matter of uniformity of prices and discussion of minor or sectional events which may occur, but also of engendering a feeling of harmony and good will between druggists of the respective localities where these organizations exist. In some places, however, no such societies yet exist, and our confrères should see to it that in city, town, or county, as may be, some plan should be adopted to bring members of this profession more into personal contact, and we know no better plan than the organization of local Pharmaceutical Associations. In connection with this matter it is said that at the regular meetings of some of the older societies, the novelty having somewhat worn off, the routine business transacted is not sufficiently attractive to secure as large an attendance as desired. This is a point on which we should like to hear from the druggists, and would request answers to the following query: In what way may the meetings of local associations be made sufficiently attractive to induce a large and regular attendance, and an increased interest in the meetings?

LOCAL ORGANIZATIONS.

The following Secretaries of Divisional organizations have so far been reported. Any information as to organization, etc., will be furnished by them, and we would suggest that condensed reports of meetings be sent to the CANADIAN DRUGGIST for publication not later than the fifth of the month: Toronto, W. Lloyd Wood; Hamilton, H. S. Case; Ottawa, H. A. Martin; London, J. Callard; Kingston, A. P. Chowne; Brantford, J. M. MacKidd; Woodstock, A. M. Scott; St. Catharines, J. R. Seymour; Bowmanville, J. E. Higginbotham; Port Elgin, R. S. Muir; Mt. Forest, W. Colcleugh.

J. R. Seymour, St. Catharines, is running a branch at Grimsby Park.

An Ontario druggist has sent us the following, showing how a physician in this fair "Canada of ours," who dispenses his own prescriptions, labelled and sent out a bottle to his patient:—"Take a wine glass three times a day over your meals; take a pill every morning; if that fisick you to much slack on the lieker, cause you got to take the pills. One dollar and seventy-five cent for the hole ting."

TRADE NOTES

Cocaine is easier.

Mercurials have a higher tendency.

Quinine is quiet, no notable change in price.

Norway Cod Liver Oil has advanced, and is firm.

G. A. Bingham, Yonge St., is away on his wedding tour.

Mr. Mount Wild, Hamilton, has also joined the benedicts.

Gum arabic are a little easier, but no perceptible change in price.

The firm of John Lunny & Sons, druggists, Montreal, have dissolved.

Business during June has been quiet, which is not unusual at this season.

W. A. Howell was in Toronto this week pushing German Blood Remedy, etc.

Castor oil has advanced 20 per cent., and the probabilities are still higher prices.

McGregor & Parke, Hamilton, are opening a branch in the east end of the city.

Quassia has advanced, and will likely be higher still owing to the light hop crop.

Pot. bromide and iodide are firm, especially the latter, which has slightly advanced.

Tannic acid and potass chlor will be lower owing to the duty having been taken off.

German chloroform has advanced, owing to a combination among the manufacturers.

Cascara bark is steadily declining. No doubt when new crop comes in old prices will prevail.

Jno. J. Hall, Woodstock, has gone to the Paris Exposition, he will be gone about two months.

Hugh Miller & Co., Toronto are getting in a plate glass front, and improving the interior of their store.

Opium has advanced, and will probably be higher owing to light crop. Morphia sympathizes with it.

The new line of steamers between Hamilton and Toronto is well patronized by Hamilton druggists, who combine business and pleasure.

Insect powder is easier owing to a decline in price of flowers. The Persian is considered just as strong as an insecticide as Dalmatian.

W. S. Barwell, of London, has purchased the stock of the late G. W. Harkness, and will carry it on in the old premises.

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

Drugs and Druggists' Sundries, Fine
Chemicals, Perfumery, and all Goods
required by Chemists.

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceuti-
cal Preparations,
Citrate of Magnesia, Etc.

We beg to intimate to the trade, and particularly to
those who are commencing business on their own account,
that we keep **IN STOCK** every requirement of a first-
class Chemist and Druggist.

We carry full and complete sets of

LABELLED SHELF WARE
DRAWER PULLS
SHOW BOTTLES and VASES
SCALES, WEIGHTS, Etc

and everything necessary for the executing of an opening
order on the shortest notice.

Correspondence in regard to Prices, Terms, etc.
solicited.

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before
our friends and the Trade the excellent character of this
preparation. It is offered at a reasonable price, and dis-
pensing chemists should put before their Medical friends
its well-known merits. It possesses high digestive
powers, is perfectly solvent, and keeps well. We have
it in 1 lb., 1/2 lb. and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

Smith & McGlashan Co.
[LIMITED]

WHOLESALE DEALERS IN

DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Special-
ties and Pharmaceutical PreparationsMalleable Steel Spring, Reversible, Hard
Rubber, Celluloid, and Elastic Belt
Trusses.Mailing orders for Trusses promptly filled. We make
a specialty of Hard and Soft Rubber Sundries.

Our travellers are out with Holiday Goods
and are showing a large line, carefully se-
lected from every Plush Goods maker in
Canada. Our lines of imported goods should
be seen. We would remind our friends that
we sell almost exclusively to the Drug Trade.

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

In calling the attention of our numerous customers
to our large and varied stock of Fancy Goods, are pleased
to state that we are exceptionally well prepared to fill
orders in large or small quantities, and at much better
value than heretofore. Buying direct from the manufac-
turers in Germany, France and England, we can offer
special inducements in all lines of

DRUGGISTS' AND TOBACCONISTS' SUNDRIESToys, Cutlery, Sporting Goods, Games, Vases, Brushes,
Bisque Figures, Stationery, etc.

Yours respectfully,

HICKSON, DUNCAN & CO.**LAWSON & JONES**

Forest City Label Works

LONDON, - - CANADA

Established 1882

We are the only firm in Canada devoting special
attention to

CHEMISTS' PRINTING

and with our present facilities we can successfully com-
pete with any of the American or European Label houses
We invite comparison of our work and prices with
others.

We also supply Estes' Turned Wood Boxes, Gill's
Seamless Tin Boxes, Paper Pill and Powder Boxes,
Castors and special lines of Containers.

Write for Catalogue. Mention this paper.

LAWSON & JONES

226 King Street, - London, Canada.

J. PALMER & SON

IMPORTERS OF

DRUGGISTS'
SUNDRIES

Sole Agents in Canada for

A. & F. PEAR'S SOAPS**DUPONT'S BRUSHES****BERTRAND'S PERFUMES**

The Largest and best assorted Stock in
Canada of

BRUSHES,

COMBS,

SPONGES,

PERFUMERY,

CHAMOIS,

SOAPS,

FANCY GOODS,

TOILET REQUISITES.

1743 & 1745 NOTRE DAME

MONTREAL - - CANADA.

Please mention **CANADIAN DRUGGIST**
when ordering goods advertised.

L. A. Oldfield, the Dundalk druggist, having met with misfortune, has been compelled to assign for the benefit of his creditors. There is a screw loose somewhere when a druggist fails.

The two popular drug and fancy goods dealers in Halifax, Avery F. and Albert H. Buckley, have gone into partnership together. They are brothers, and well liked by their townsfolk.

W. E. Brunet, St. Sauveur, Quebec, has assigned again. This man failed two years ago in such a manner that his creditors only realized a few cents, and he, of course, did not receive his discharge, but under the system in vogue in Canada at present, a dealer who puts no value on a clear name can go on living at the expense of those he buys from so long as they are foolish enough to give him credit. After the disgraceful showing made in his previous assignment one cannot easily understand any responsible wholesaler letting him have goods without first paying out solid gold for them. Our readers must be careful not to confuse this firm with W. Brunet & Co., who do the largest drug business in Quebec, and are a reliable firm in every way.

G. E. Gibbard, who sold his drug business in Whitby some time ago to J. E. Willis, has been prospecting in Vancouver, B.C., with the idea of going into business in that city.

M. Springer, Strathroy, Ont., has sold his drug business to W. H. Stepler, for some time past assistant with Mr. Springer. Mr. Springer goes to Detroit to finish his course in medicine at the Detroit Medical College where he has already attended a couple of terms.

Mr. T. G. Whitfield, the popular representative of Messrs. Kerry, Watson & Co., is in New York and Boston honeymooning. We trust he will find the benedictine state as happy a one as his friends bespeak for him.

Dr. J. S. Moffatt has opened a drug store in Norwood. We wish him success.

The drug business in Petrolea, Ont., carried on by H. Hume, "Manager," has closed.

Wilson's Fly Pads have become a staple article with druggists, and require no pushing. A special inducement to dealers is now made in the shape of a Musical Sales Box. Write to Archdale Wilson Co., Hamilton, mentioning CANADIAN DRUGGIST.

J. H. Landreth, formerly with R. Ferrab, of Galt, has opened a new drug store in Berlin, Ont., under the name of J. H. Landreth & Co.

H. R. Gray, one of Montreal's most prominent druggists, purposes moving into new and more commodious premises adjoining his present store, as soon as the building is completed.

Harkness & Co., who have carried on the drug business in London for some years, have come to a crisis, their stock having been sold on the 16th ult. to W.S. Barkwell, the rising young chemist of the Forest City.

The next and each subsequent number of the CANADIAN DRUGGIST will be issued on the 15th of the month, consequently Aug. 15th will be the date of our next issue.

On the third page of cover the W. A. Howell Co. call attention to their German Blood Remedy and other preparations of their manufacture. This Company is now advertising these remedies largely in the daily and weekly press, and druggists should see to it that they have a stock on hand. Read the announcement of special inducements, and in writing mention the CANADIAN DRUGGIST.

Lawson & Jones, printers, of London, Ont., have just sent us one of their handsome new catalogues of printed and lithographed druggist labels, which are fully up to the standard of any American house. Send for one.

"Canthos," a new Cantharidal Plaster, made by Johnson & Johnson, promises to be a perfect vesicant, and is said to lack many of the objectionable features of the rubber plaster. Thos. Leeming & Co., Montreal, are agents for Canada.

The initial number of the CANADIAN DRUGGIST is issued to its readers with a feeling of confidence—confidence that there is a field open and ready for it in the fact that numbers of prominent druggists have given every encouragement to the enterprise, and that each and every druggist in Canada will recognize it as the organ of the profession. Our aim will be to make it a medium of communication between druggists, a sort of "vade mecum" in which many may see the right things just at the right time. In the first number of any journal or paper there may be, and invariably are, some errors or misplacements, but we trust our readers will overlook any such, and promise them for future issues a clean, neat, newsy Drug Journal. Thus launched, we bespeak for the journal a kind reception, careful perusal, both of reading and advertising matter, and a unanimous subscription from the druggists of Canada. Starting out on the anniversary of our great national day, Dominion Day, may we not hope for it a *proportionate measure of progress* as has blessed our fair Dominion?

FORMULÆ.

PROTECTIVE VARNISH is made by mixing together 10 parts of mastic, 7 of camphor, 16 of sandarach, 5 of genuine elemi, with Canada balsam and spirits of turpentine in equal parts, dissolved in alcohol, filtered and kept in a closed vessel until required for use.

IMPERMEABLE AND TRANSPARENT PAPER, patented in France and England, for water-proof fabrics, leather, etc., is as follows: Turpentine, pitch, 60; tallow, 16; wax, 5; styrax, 2. A homogeneous substance is obtained, which when applied to all kinds of paper makes them transparent and impermeable to air or moisture, the transparent material being called styroleum and hydrofage cotton.

AN INDIA RUBBER SUBSTITUTE is prepared from old paper or other fibrous material, digested in a mixture of sulphuric acid and nitrate of potassium, previously heated to 75-90° F. The pulp is washed and dried, then mixed with a solvent consisting of 700 of methylated spirit, 25 to 50 colophony, 10 to 12 of benzoin, and 80 to 100 of castor oil. The mixture is distilled at from 300° to 320° F., and the residue dried. This may be treated in various ways, so as to form plastic material like whalebone, and may be coloured with aniline. For varnishes a larger amount of the solvent is used, and in this form it has special applications for coating eggs, capsuling bottles, etc., or for waterproofing.

FLORIDA WATER.—Oils of lavender and bergamot, of each 4 oz.; oil of neroli, 2 drachms; oil of orange, 4 drachms; oil of cloves, 1 drachm; musk, 4 grains; cologne spirits, $\frac{1}{2}$ gallon; water, $\frac{1}{2}$ gallon. Macerate for a week, and filter through magnesia.

A RELIABLE BLACKBERRY BALM.—The following formula was adopted by the Lancaster County Pharmaceutical Association for elixir rubi (blackberry cordial): Fluid extract of blackberry, 2 fl. oz.; oil of cloves and oil of cassia, of each, 10 minims; fluid extract of ginger, 1 fl. dr.; simple elixir, to make 16 fl. oz.

The formula of the New York and Brooklyn formulary is similar, but uses in place of the aromatics tincture of vanilla, 4 fluid drachms, and compound elixir of taraxacum, 4 fl. oz. Another formula uses as a basis a compound fluid extract of blackberry, of which a pint represents 12 $\frac{1}{2}$ oz. av. of blackberry root, 2 oz. cinnamon, 1 oz. each of nutmeg and coriander. Four fluid ounces of this fluid extract with twelve fluid ounces of simple elixir give an efficient and pleasant cordial.

Dr. Goddard's formula for an aromatic blackberry syrup, giving a preparation having little astringency, is as follows. Blackberry juice, 16 fl. oz.; sugar, 8 oz. av.; nutmeg, 120 gr.; cinnamon, 120 gr.; cloves, 60 gr.; allspice, 60 grs.; brandy, 8 fl. oz.

CAMPHORIC ACID,—a product of the oxidation of camphor, occurs in colourless crystals of needle-form, is almost insoluble in water, but soluble in alcohol and ether; it is recommended as an astringent, antiseptic, and as disinfectant in typhoid stools. Reichert suggests its superiority over chlorate of potash, boracic and salicylic acids, used in 1 to 2 per cent. solution as a gargle or spray in angina and bronchitis. Excellent results have been attained with 3 to 6 per cent. solutions, used as sprays for laryngeal tuberculosis. Internally it has been administered in doses of 1 to 2 grammes, three times daily, as a preventive for night-sweats in phthisis.

PYROGALLIC ACID.—The fact that pyrogallie acid or "pyrogallol," as it is sometimes called, is an active poison is not generally recognized, although the dispensatories quote cases wherein its use has resulted fatally. A recent case of poisoning from its internal administration has been instrumental in directing attention to its dangerous properties, and pharmacists should exercise care in dispensing it. According to authorities its affinity for oxygen changes the corpuscles of the blood similarly to the effect produced by phosphorus. Even its external use is not free from danger.

CERA AMYLATA.—Hager, in the *Pharmaceut. Zeitung*, describes a new adjuvant to the excipients in making pills, bougies, etc., of the ethereal and other oils, which he calls "cera amyлата," and makes as follows: Wax, cut into shavings and desiccated, is rubbed up with well dried starch, the latter being added gradually until equal parts of the ingredients are assembled. This should be done without heat, so far as possible. The resultant material is used in making pills of oils and other substances, which are with difficulty mixed with water, such as extract of male fern, menthol, creosote, etc.

PREPARATION OF IODOFORM.—Suilhot and Raynaud make iodoform from acetone by taking a solution containing 50 parts potassium iodide, 6 parts acetone, and 2 parts sodium hydroxide in 1 or 2 litres of cold water. Into this they pour, drop by drop, and with constant stirring, a dilute solution of sodium hypochlorite. Iodoform is quickly produced and precipitated. Further additions of the hypochlorite are made until all the acetone or all the iodide has disappeared.

FRENCH CHALK.—French chalk has proven itself to be well adapted to the purpose of filtration. This substance, in fine powder, is treated with hydrochloric acid, diluted, stirred for some time, then thoroughly washed with water to remove acid and dried. This resulting, fine, white, dry powder is added to cloudy liquids; the filtration goes on quite rapidly and results in perfectly clarifying the liquid. Instead of this, two filter papers may be folded, placed within a funnel, and a thick mixture of talcum and water poured upon them in such a way that when the water has drained off, a uniform coating of talcum will be deposited on the filters. These latter filters may be used several times for the same filtration.—[*Dutch Chem. Zeit.*]

CHLOROFORM may be purified, according to H. Werner (*"Arch. Pharm."*), by agitating commercial chloroform with water, the addition of absolute alcohol to the required specific gravity and then a little calcium chloride. The liquid poured off the aqueous residue and distilled yields a chloroform complying with all the requirements of the *Pharmacopœia*.

MENTHOL BOUGIES are prepared by Vulpinus (*"Sudd. Apothek. Ztg."*) by adding the prescribed quantity of menthol, 2 or 4 per cent., to cacao butter, previously melted and mixed with 3 to 5 per cent. of wax. The fused mass is then sucked up in a glass tube of the prescribed diameter, which has been previously dipped in glycerine. After being filled the tube is placed in cold water and the bougie is forced out by a plunger, which may be a wire or glass rod according to the thickness of the pencil to be removed.

A rival to saccharin is alleged to have been found in methyl-benzoic acid sulphide, whose sweetening powers are said to be even more intense than those of saccharin. A minute speck two mm long, with a diameter as small as the finest pin, will, it is claimed, make a tumblerful of water so sweet that considerable dilution is necessary before the water is drinkable.

SWEATING OF THE FEET.—The medical department of the Ministry of War has just recommended the application of chromic acid as a cheap, successful, and non-injurious remedy for preventing undue perspiration of the feet. The skin of the feet is painted with a five to ten per cent. solution of chromic acid, the application not needing to be repeated for two or three weeks, and even not for six or eight weeks in some cases. Before the order was issued the remedy was tried on 18,000 soldiers with the best results.

LENDING PRESCRIPTIONS.

The practice of "lending prescriptions" is becoming too common," says the *Provincial Medical Journal*, "one prescription being made to do duty almost for a whole village. Some one consults a physician for rheumatism, the prescription does good, it is copied, and may be sent all over England. This is not the only grievance. The patient takes the prescription to the chemist, and gets it made up as often as she likes, perhaps taking a medicine which is highly injurious too often repeated. We believe this to be a real grievance. Some remedy is required. We should be content with the German system, where a prescription cannot be refilled without the signature of the prescriber." A medical man made the same complaint some time ago, and gave this as his reason for dispensing his own medicines:—"Every time my patient comes for medicine," said this gentleman, "I get a fee: but if I give a prescription I may never see him again." This does seem hard upon the prescriber; but is the lending of prescriptions so very common? Chronic complaints form a comparatively small proportion of medical cases, and it is only for such that a prescription is likely to be lent or copied. Chemists generally get any copying to be done that is to do, and experience is that it is by no means common, and is discouraged by the trade.

PETROLEUM SOAP.

At the request of Dr. C. Paul, M. Emery has made a petroleum soap suitable for therapeutic uses. The formula is as follows: Petroleum, 50 parts; white beeswax, 40 parts; alcohol of 90 per cent., 50 parts; hard soap (*Savon de Marseille*), 100 parts. The petroleum, wax and alcohol are put together into a matrass and heated in a water bath until they melt: the soap is then added. When the mixture becomes homogeneous the matrass is removed and agitated until the contents become of a creamy consistence; it is then poured into moulds. It is not absolutely necessary to use ethylic alcohol, which serves merely to facilitate the reduction of the wax and the soap. The soap thus obtained contains about one-quarter of its weight of petroleum. It is very homogeneous and firm, and emulsifies easily. Parts washed with it do not remain impregnated with petroleum, as is ordinarily the case in preparations of this kind.—[*Repert de Phar.*]

W. Stuart Johnston, of King St. West, Toronto, has opened a tasty drug store on Toronto Island.

CHINESE CAMPHOR.

In view of the reported shortage in the supplies of the Japanese gum, it may be interesting to note that the trade in Chinese camphor in Taiwan, Formosa, has appreciably increased during 1888, the value of the exports having nearly trebled and the quantity increased from 281 cwts. in 1887 to 1,144 cwts. in 1888. Taiwan is the chief market for the Chinese gum, the trade, however, being chiefly in the hands of one German firm. The Chinese officials, according to a recent report, have done all in their power to put a stop to the traffic by vexatious interferences with those engaged in it. They attempted at first to prevent all foreign share in the trade by declaring it a government monopoly, but all the representatives for the Treaty Powers at Peking have united in refusing to recognize such a pretension. Nevertheless, repeated seizures of camphor in the hands of foreigners have been made, and the prosecution of the traffic remains up to the present involved in difficulties. — [Oil, Paint and Drug Reporter.

GUAIACOL.

Guaiaicol, a colourless, aromatic, highly refractive liquid, is claimed by Sahli to be superior to creosote in phthisis; to have a more agreeable odor, and definite composition. Fraentzel recognizes it as the active part of creosote, but without its inconveniences, and gives it in from four to twelve minim doses, combined with brandy or cod-liver oil, three times a day, for the appetite, pain, and cough or consumption.

INCOMPATIBILITY OF ANTIPYRIN AND SODIUM SALICYLATE.

M. Vigier, in commenting on a recent communication made by M. Proudhomme to the Paris Pharmaceutical Society, states (Bull. Com.) that when antipyrin and sodium salicylate are dispensed in contact with each other in the dry state, they appear to undergo decomposition, whether the crystallized or the amorphous salicylate be used, with the formation of an oily liquid that renders the mass pasty, and may in 24 hours constitute 10 per cent. of the whole. No perceptible alteration takes place, however, in a solution of the two compounds. Although the reaction of sodium salicylate is faintly acid, the pasty product of the salt with antipyrin is alkaline, but a solution of the two compounds remains faintly acid.

DISPENSING APHORISMS.

Read through a prescription rapidly and in a manner suggesting no suspicion of doubt.

Write directions invariably before dispensing.

If a mixture contains readily soluble ingredients never use a mortar.

Avoid effecting solution by heat, for fear of recrystallization.

With syrups and also ingredients not water, arrange in dispensing to rinse out the measure and leave it clean.

A skilled dispenser shows very little traces of his work.

Carefully clean and put away weights and scales after each operation. Hold the scales firmly by the left hand; never lift them high above the counter; and judge of the weight as much by the indicator as by the position of the scale. Select glass pans for scales—preferably of heavy make and discard flimsy brass material, which corrodes speedily and becomes inaccurate. Learn to judge of the quantity to be weighed with tolerable accuracy; train the eye as well as the hand.

If in doubt, always begin with that of which you have no doubt.

Be rapid in manipulation.

Finish wrapping, tying or sealing quickly.

Slow dispensing is bad dispensing, and arises either from deficient practice or want of knowledge.

Never, when in a shadow of doubt, hesitate to ask advice from a fear of compromising your own dignity. — [Joseph Ince in the Art of Dispensing.

PREPARING FOR EXAMINATION.

A medical authority of considerable experience offers through us the following suggestions to candidates preparing for examination. No one, he says, can expect to pass a competitive test without an efficient knowledge of the subjects upon which he has to be examined, but every one can make an effort to master the work to the best of his abilities. Moreover, it is absolutely essential that plenty of time should be allowed for reading. Let the student concentrate his thoughts upon his books as much as possible while at work, and make a practice of always going to bed before midnight. The habit of reading into the small hours of the night cannot be too strongly discountenanced, as it is apt, often permanently, to enfeeble the system and bring on sleeplessness. Success will, in-

deed, be dearly purchased, if it be associated with any loss of health or mental vigour. The day before the examination takes place should be entirely devoted to amusement, in order that the candidate may perform the duties required of him with his mind perfectly clear. Those persons who know their work cannot possibly forget it in a day, and a clearhead may make all the difference imaginable. With regard to nervousness, alcoholic stimulants are best avoided because their effect is but momentary. The following mixture, however, has been found most efficacious, its effects are lasting, and for the time being it completely banishes all signs of nervousness.

Acid phosphoric dil	2 drachms
Strychnine	1 grain.
Water, to make	1 oz

Dose: 1 teaspoonful to be taken in water three times a day for at least three days before, and a double or treble dose to be administered immediately before entering. Each teaspoonful would contain 1.64 grain of strychnine and 15 minims of acid phosphoric dil.

This prescription has been known to satisfactorily "brace up" numerous candidates who would certainly have failed without it, and not only so, but several highly nervous individuals, taking the mixture in the manner directed, have not merely lost all signs of their nervousness, but have even passed difficult musical and other examinations, gaining the highest honours. It would, perhaps, be advisable in some cases to take the medicine under medical advice, although many popular specialties, such as syr. hypophosph. co., and others, contain an approximate amount of strychnine to each dose. — [Chemist and Druggist.

PROSPECTS FOR PHARMACISTS IN BRAZIL.

A German pharmacist settled in Brazil has recently sent to a Continental contemporary some notes on the status and prospects of foreign members of the craft in the South American empire, which convey some interesting information, although they seem to be written in rather too pessimistic a tone to be altogether reliable. According to the writer, pharmaceutical education in Brazil is about as defective as it could be. The Brazilian youth who intends to devote himself to the pharmaceutical profession is not expected to commence by acquiring some practical knowledge of the trade in a chemist's shop, but betakes himself forthwith to one of the Brazilian Universities, Rio de Janeiro, Bahia, or Ouro Preto. There he devotes his first year to the study of physical science, inorganic chemistry, mineralogy and zoology, the second to botany and organic chemistry; and the third to thera-

peutics, toxicology and pharmacy proper, the latter occupying but a very minor place in the curriculum. The examinations also are made easy for the native student. Whenever the latter considers himself sufficiently proficient in one or more subjects, he presents himself for examination in these particular branches. If successful, he turns his attention to the next department, and so on, until all subjects have been passed, though by the time the student gets through his last subject he has generally forgotten all about the preceding ones. There also exists, the German critic informs us, though it seems hardly credible, a regulation by which the examiners are compelled to publicly announce, some time before the examination, the questions which they intend to submit to the candidates, with a result which can easily be imagined. Lectures in practical pharmacy are given at the universities to students who are nearing the end of their term.

The "pharmacist" who has obtained his degree, after piecemeal passing the examinations above described, is required to pass another final and general examination before he is allowed to open a shop on his own account; but the German writer maintains that this final examination is practically a dead letter, so far as natives are concerned, and is enforced only against foreign pharmacists who wish to settle in the empire. There is no national Pharmacopœia in Brazil, the French Codex being generally used, but the law requires all prescriptions to be written in the Portuguese language. The absence of an official tariff for medicines, and the fact that free competition only governs the pharmacists' charges, are naturally shocking to the well-drilled German mind, and the absence of all regulations respecting maximum doses and repetition of prescriptions also come in for a passing sneer. The climatic conditions of the country favour a very large consumption of medicines, and English and French specialties are in great request. The prospects for foreign pharmacists in Brazil the critic describes as wretched, but he forgets to mention that many prominent pharmacists in Brazil—witness Dr. Peckoldt, of Rio-de-Janeiro—are natives of Germany, and that in some of the inland towns of the empire, such as Diamantina, Santos, Porto Alegre, etc., the population is largely, if not principally, German. A knowledge of Portuguese is almost a "sine qua non" for the pharmaceutical emigrant in Brazil. The commencing salary for an assistant is usually between sixty and ninety milreis (£7 to £10) per month. The climate, especially south of Rio-de-Janeiro, is a fairly good one, and rather congenial to Europe-

ans. If the European assistant desires to commence business for himself, he has, of course, to submit to the final Brazilian examination, which for him is not an obsolete form. It includes physics, organic and inorganic chemistry, zoology, botany, pharmacy, therapeutics and toxicology, both oral and in writing, and in the Portuguese language. The medical part of the examination especially is described as a very severe one. The successful candidate is allowed to commence business in any part of the empire, but may only conduct one pharmacy at a time. The hints given by the German pharmacist are interesting, generally, but it appears that he freely indulges in that very common and unamiable fault of his countrymen, sneering at everything foreign when abroad, and disparaging everything German when ill-luck or acquired opulence brings them back to the Fatherland.—[Chemist and Druggist.

STAR-ANISE OIL.

A star-anise tree when at its full strength, and in a favourable crop year, bears about 2½ cwt. of fruit, which yield about four per cent. of essential oil, though it is said that if a less primitive still were employed than that used by the Annamites of Indo-China, this percentage might be sensibly increased. The tree yields a full and a small crop every alternate year. The Annamites distinguish three varieties of oil—white, red-brown and yellow. The first is obtained from green or badly-kept fruit, the second is the usual variety, and the yellow oil is the best; but there is very little of it to be had, as the natives rarely dry the fruit in the sun, that being a slow process and said to decrease the outturn. The natives never use star-anise oil themselves. Until the French occupation of Indo-China the distilling was done exclusively by the Chinese merchants, who bought up the seeds from the natives and paid a tax to the Annamite Government for use of the stills, but since the French conquest the natives do all the distilling, hiring the stills from the Chinese. In 1887 the monopoly of purchasing star-anise oil from the natives during the seasons 1887 and 1888 was let by contract for the first time for the sum of 26,050 francs—a little more than £1,000. The four principal distilling centres are Ha-Lang, Lang-Son, Ky-Lua and Dong-Dong—names which have become familiar of late as the scenes of several battles fought by the Annamites against the French. In the village of Ha-Lang alone there are twelve stills, and about sixty stills altogether in the district. The contractor has the right to levy a tax of four francs on every picul of seed sold

to any one else, but, as a matter of fact, he is now practically the only wholesale dealer in the market. In 1887 about fifty tons of oil were sold to him, for which he paid a average price of about 7·20 francs per kilo., or, say, 3s. 4d. per lb. for the oil. The cost of carrying the oil from Lang-Son, the central market, to Hanoi, the shipping port, is about 4½d. per lb., and it is believed that to the Hanoi importers and the Havre merchants engaged in the article there has been a profit on this trade (taking the average price of the two seasons) of about £10,000, or fully thirty per cent. of the entire amount. It is thought that the lease of the oil-farming rights for the season 1889 will give rise to considerable competition, and that a much higher price will be paid for it than on the previous occasion, the more so as since then large tracts of land where the star-anise tree is grown, and which formerly were altogether outside the French jurisdiction, have been occupied by the French troops. The oil and the seed from those districts came formerly into commerce by way of China, but will now pass through the French port of Hanoi. Outside the French dominions in Tonquin the star-anise tree is said to be very scarce, and the territory at present in the hands of the French will, they believe, give them a virtual monopoly of the trade. For about fifteen years the French have been trying, at great cost, to acclimatise the trees in their African colonies on the Senegal, but without result. If we may rely upon the figures given above, the production of oil of star-anise in 1887 in French Indo-China alone equalled about 112,000 lbs., against an annual production of 94,000 lbs. of oil of Pimpinella anisum, according to Messrs. Schimmel & Co.'s calculation.—[Brit. Chem. and Drug.

MINERAL WATERS.

For five centuries the famous mineral waters of Carlsbad in Bohemia have been known to the medical profession, and instead of being gradually lost sight of, have steadily gained ground. The waters, which issue from fifteen different springs, have all the same composition. For many years the waters were only used externally, but at present a cure at Carlsbad chiefly consists in their internal use.

The effect of the waters and of the Sprudel Salz Powder, which are correspondingly alike, may be said to be that of a stimulating alterative on the stomach and bowels, also acting as a sedative to the gastric nerves; in fact, wherever an alkaline mineral water is indicated, as in dyspepsia, jaundice, and chronic constipation, or where inflammatory deposits,

especially in the fibrous tissues, are to be removed, these waters are particularly valuable.

The renowned Hungarian natural mineral water, *Æsculap*, from the spring of that name, in Buda Pesth, is particularly recommended in congestion and inflammation of the bowels, as a laxative in early stages of fever, and in female disorders. We refer our readers to the advertisement of the Davies & Lawrence Co., Limited, of Montreal, in this issue, who are agents for the Dominion.

The manufacture of quinine in India is on the increase, but its sale to the general public by Government will probably never to any extent compete with importations. "The Government cinchona plantations interfere greatly with private enterprise." So says the Madras Chamber of Commerce, who memorialized Government on the subject. The Government reply is to the effect that until the experiment of producing a febrifuge which will be effective, as well as so cheap as to be within the means of the poor, has had a full trial, the question of selling or reducing the Government cinchona plantations cannot be entertained. The only assurance that Government can give is that they will not be extended. If the Government of Madras will not extend its plantations, we may rest assured that its quinine manufacture will never be on a very extensive scale.—[Chemist and Druggist.

We had a chat the other day with some of the druggists in Quebec. W. B. Rogers, who succeeded to Roderick McLeod's business last year, appeared to be in good spirits. Never did man more deservedly earn promotion than Mr. Rogers, who for twenty years faithfully dispensed at The Hall.

For good value, reliable results, and genuine satisfaction, both to the seller and consumer, we can commend Diamond Dyes. Alive to the interests of the retail trade, Wells, Richardson & Co. have thoroughly advertised their goods in all quarters, and the increasing demand caused by their judicious advertising, as well as by the reliability of the Dyes, means to the druggist that not to have a full stock on hand causes a loss of trade, while to have them in full supply you can have no dead stock. In their new and commodious premises on McCord Street, Montreal, their facilities are such as to better meet the requirements of their extensive business. Wells, Richardson & Co. are also proprietors of Lactated Food and Celery Compound, both large sellers. Straightforward dealing, liberal business management, and good goods seem to be characteristic of this firm.

PRESENT CONDITION OF PHARMACY IN ENGLAND.

The following is an abstract of a paper, read at a meeting of the Sheffield, (England) Pharmaceutical and Chemical Society recently by Mr. G. A. Grierson.

"Any one who mixes in the society of pharmacists, especially retail pharmacists of the present day, cannot help noticing in their conversation a general tendency to pessimism when trade matters are referred to. The old men speak in glowing terms of the ease with which money could be made when they commenced business, and deplore the radicalism which has led to such a disordered state of things. The young men unite in wishing that they had lived in that golden age, so much dilated on by their seniors, but here, their unanimity of opinion ceases.

Ask any pharmacist who has begun at the beginning and worked up a large trade in a special article how he did it. He will tell you a story of alternate hope and despair, of small matters of detail leading to great annoyance; of times when to speak of patience seemed a mockery, when all his science and ingenuity came to nought; of a long and winding path which at times appeared to lead nowhere, but whose tendency was always upward, although not always perceptibly so, and which like the winding mountain track ultimately came out at the top, where the whole atmosphere was clearer, and where the enjoyment was rendered all the more keen by the remembrance of the struggles and disappointments through which it was reached.

It cannot be gainsaid that the Pharmacy Act fails to give to qualified chemists and druggists the monopoly which they think they have a right to expect. There can also be little doubt that legislation of a more restrictive character is at the present or any future time impossible, so strong is the influence of free trade canons. Help not being forthcoming from without, then in what direction must the struggling pharmacist look for salvation?

The only practical answer to this question is to be found in the pharmacist himself; he must discard once and for all the staff of state protection, must draw upon the resources with which experience has furnished him, must convert all the science he ever learnt into art, and must elaborate that art with a fund of skill which can only be born of patient work, strict attention to detail, and accurate observation.

Something like ten years since there were many retail pharmacists in this country, the bulk of whose income was derived from the sale of patent medicines and proprietary articles not made by themselves. About that time, however, grocers, drapers and general dealers began to see that there was something in the trade, not only because it carried with it a fair profit attached to a minimum of labor, but also because certain of the articles,

being largely advertised, would attract customers, who, being notoriously conservative in their shopping habits, would probably get into the way of buying their other goods where they could get their patents cheap. Pharmacists at this time laughed to scorn the idea of their trading brethren being able to beat them on the ground they had been masters of so long; they went on selling at the old prices. Their sales at first gradually, but afterwards more quickly decreased, until ultimately they awoke to the fact that their trade was fast leaving them, and that the public respect for the profession could not be worked up to paying 1s. 1½d. to it for an article which could be obtained from the grocers for 10½d. In some towns, when this stage had been reached, the men whose professions had been so rudely and yet so successfully invaded put their heads together and resolved to "drop prices." Too late however! the public had found themselves well served by their new cat-ers, the stores had time to get their new trade thoroughly organized, could buy in such quantity as to obtain extra discount and could therefore give their customers the benefit, so effectually preventing their return to their old providers.

But the evil did not stop here. The stores, inebriated with the success of their first effort, and encouraged by the unbusinesslike qualities shown by their pharmaceutical competitors, thought they might safely launch some capital in the general drug line. So things have progressed until we now have, with the exception of a few poisons, a promiscuous trade in drugs and things pharmaceutical, from "headache pills" and "colic drops" to saccharin and cocaine. It may seem uncharitable to make a noise over what cannot be undone, but I think there is no resisting the conclusion that had pharmacists been alive to their interests when grocers first took up patents, they would at once have dropped their prices, prevented their would-be opponents from gaining a footing, and so kept out the thin end of a wedge which now bids fair to rend in pieces the whole retail drug trade.

That none but the capitalist can afford to sell at a gross profit of 10 per cent. is certain. For this reason many pharmacists have entirely given up the patent medicine trade, while others retain the old prices, not caring whether they lose or keep their customers.

Now in the light of the last ten years, this must appear to all who have given the subject a thought a very short sighted policy, and one which in its results can prove nothing but disastrous.

Letting your customers go elsewhere for the articles they see puffed up in the public prints; and which, therefore, they must have (if only to try) is exposing them to temptation which may, and will, result in the crippling of what you consider the most legitimate part of your business.

At the present time the pharmacist's stronghold lies among what may be called

pharmaceutical products. His education and his special training combine to make him the right man to sell drugs, which are always liable to variation, and on whose potency may depend a life; or, preparations, whose activity may convert a life of misery and suffering, into one of happiness and content.

But if he would keep this, the more legitimate and certainly more noble branch of his calling, in his own hands, he must be consistent in his conduct of it. He must be able to guarantee the genuineness of every article he sells, not only from having examined it when put in stock, or made it to the best of his lights, but also from having watched carefully that it did not deteriorate in keeping. I have known cases where pharmacists utterly failed to perform such a simple operation as poison a dog, for no other reason than that his prussic acid had been kept too long. It is well known that prussic acid has an almost specific action on certain forms of acute dyspepsia; now what would be the effect of such an acid when used in such a case? Probably the patient finding no relief from it, the physician would discard it as valueless, and in his practice at least a powerful means of relieving suffering would be utterly lost.

I do not hold for one moment that the man who has devoted considerable time and energy to the investigation of a subject which may have resulted, say, in the perfecting of a pharmaceutical preparation, is bound to scatter broadcast the knowledge so obtained; our present study is the scientific man of business, not the scientist.

If a scientist is supported by some institution or corporation for the purpose of adding to the general knowledge, it becomes his duty when he makes a discovery to give his employers and through them, the world, the benefit of his discovery.

In the case of the man of business there exists no such compulsion; if he makes some discovery which he sees is likely to improve his business position, he has quite a right to keep that discovery to himself. There is a tendency in certain quarters to decry the application of scientific investigation to the furtherance of individual advancement; such a cry is opposed to both logic and common sense.

If a man employs himself or any other individual to investigate any subject, he has the same right to the result of that investigation that a corporation, or institution, or the world, have to the discoveries of the individuals that they employ.

And this, I think, is the direction in which the pharmacist of to-day should never cease to work. By perfecting himself in the making and testing of routine preparations, by applying his science and training in the investigation of new fields, by using the results of his investigations in improving his business position, and by employing strictly business canons in finding markets and fixing prices for his goods, he will find that he can not

only hold his own against his less skilfully armed competitors, but can actually see his way to a fair share of the world's luxuries.

The first thing to do in building up a trade is to conduct it with such energy and skill as to command the respect of those for whom you cater. All labour is honorable, and whether it take the form of relieving human suffering, of trading in chemical and photographic apparatus, of selling oils and paints, or putting up telephones, it is nothing for which a man need sacrifice his self-respect, so long as he does it well.

To sum up, the pharmacist of the present, if he would retain his individuality in the future, must discard all state props and trust more in himself.

He must sell all articles, the sale of which requires no special qualification, at prices which they will fetch.

He must perfect his scientific and technical training, so that he may consistently call himself a pharmacist with the certainty of commanding respect and hence success.

And if he combine with these the business tact and knowledge which can see and find means to supply the wants of a district, he will never have any reason to regret the fact that the economists who are at the head of British politics decline to recognize his greater right to protection than his fellow traders.—[N. E. Druggist.

ROTATION IN OFFICE.

College of Pharmacy difficulties seem to be on the increase, and unless some active measures are taken to secure rotation in office, we will be likely to have much more friction and trouble in all kinds of pharmaceutical organizations. Nothing has so depressing an effect with a tendency to thoroughly kill all interest and enterprise, as for the same persons to continue to hold offices of honour for a number of years. While there may be risks in putting new and untried men in prominent positions, and it is possible that such measures might occasionally fail to prove as satisfactory in every way as keeping the old veterans in office, yet upon the whole, the advantages of rotation are on the average greatly in excess and much more important than the apparent disadvantages.

In every "pharmaceutical society in the land" 95 per cent. of the members are more or less dissatisfied on account of the above condition of affairs, and the disaffection seems to be on the increase. It is perfectly proper and right that such feeling should exist, and if it is not allowed to have a little encouragement in the way of rotation in office once in a while, the growth and usefulness of these societies will be seriously impaired. Keeping the same men continuously in office has probably done more than everything else combined to prevent harmony and useful action in our pharmaceutical societies, and it is of the greatest importance that it should be promptly remedied and such action taken at once as to prevent its recurrence in the future. Without it we can never expect to get that harmony and united action so necessary to secure all the benefits of co-operation, that are now so much needed by druggists all over the country.—[Druggists' Circular.

DRUG MARKET REVIEW.

June 29, 1889.

An average business with but few changes in prices marks the condition of trade this month. Heavy rainfalls in Ontario and Quebec, with consequent lighter trade with the farming community, has told somewhat on the retail trade. Manitoba and the North-West, on the contrary, have been experiencing a season of protracted dry weather. Reports from all parts of the Dominion, however, point to an excellent harvest and good fall and winter trade. In drugs the tendency in many articles is upward. Opium is firm and thought likely to go still higher. Morphine, in sympathy with the parent drug, has advanced. Camphor is firm at prices quoted, and insect powder shows no change. Iodide potassium and iodine are firm. Quinine still remains at low figures and no speculative demand. Balsam copaiba has advanced and stocks are light in foreign markets. New arrivals of cascara segrada have somewhat lowered the price of this root.

J. E. Burke, with his genial assistant, Mr. Veldon, father of the St. Joseph street druggist, are getting pretty old hands at the work now, though they seem just as lively as it as they were twenty years ago. Mr. Burke's son has lately been taken into the business after an apprenticeship of some years in Montreal. We are great believers in young blood, and we must congratulate Mr. Burke in this his latest trade accession.

Mr. La Roche's store, opposite the post office, is very handsomely fitted up, and, as all drug stores should be, it is neat in every particular. To one accustomed, at this season of the year, to see half the floor covered with seed bags, it seems funny to notice their conspicuous absence; but Mr. La Roche's explanation of how the seed trade was taken entirely out of his hands, partly by the removal of the market, and partly by the present hawking system in vogue among the farmers, was but another example of how tradesmen have to adopt their wares to their surroundings.

CAUTION TO THE TRADE.—We hereby caution all persons interested, against purchasing, selling or trading in any preparation or preparations, imitating or counterfeiting any of our medicines. We have evidence that such articles are now on the market, and therefore warn every person concerned to desist at once from uttering or vending same, as we intend to protect our rights to the full extent of the law. T. Milburn & Co., Toronto, Ont.

DISHONESTY AMONG EMPLOYEES.

Dishonesty in high places has furnished the text for many a sermon. People hear so much of prominent men who have gone wrong that they are tempted to believe that there is more crooked dealing among the wealthy and well to do than among those who occupy a humbler position in life. The real state of the case, however, is this. When a bank president or a prominent business man makes off with his thousands the circumstance naturally attracts a great deal of attention and is widely discussed; but when some miserable underling is detected in the act of helping himself to the contents of the till few beyond those immediately interested ever hear of it. Undoubtedly there is a great deal of petty thieving which is never found out going on in retail stores. The employer is robbed in some unsuspected but systematic manner, so that he is not even made aware of his loss. Sometimes the drain upon his purse is accomplished by the regular abstraction of small sums in cash, but more often the goods in which he deals are smuggled out of the shop without his knowledge. A number of instances of the latter kind which have recently been discovered and made public would seem to make a few words upon the subject of dishonesty among employees especially appropriate.

The larger the store the better the opportunity for crooked dealing. The constant confusion, the number of transactions taking place at one and the same time, the difficulty of keeping a strict watch, all enhance the temptation to break that commandment which says "Thou shalt not steal." One of the cases of systematic dishonesty just referred to was in a large dry goods establishment, where an immense variety of goods are sold under the same roof. Like all similar circumstances, it had its origin in a small way. A single sales-girl appropriated for her own use a comparatively insignificant article of wearing apparel. An arrangement was made with a friend having charge of another counter, by which these two should exchange the various articles under their supervision. The system seemed practical, and the chain was gradually extended among the other employees, so that finally any one of the girls within the circle, by supplying to her confederates a certain class of goods, could obtain in return enough to almost clothe her from head to foot. Although this syndicate arrangement was operated on a large scale, the girls were not detected for a long time, and even then the final expose occurred through an accident.

In another instance a shipping clerk was in the custom of supplying to certain customers first class goods at third class rates, and then, by a previous understanding, dividing with them the gains thus made. Thefts of cash in retail stores vary according to the

system employed of recording cash sales. In large stores, if the salesman is dishonest, no returns are made to the cashier, or false entries are made which leave the salesman a neat margin of profit. Thus it is readily seen that the ways in which an employer may be robbed are almost innumerable.

Now what are the methods by which an employer may protect himself? It depends, of course, wholly on the kind of business and the style of conducting it. Many of the big banking institutions have adopted a system which goes to the root of the matter, but which, by its very nature, is unsuited to any but those establishments handling large sums of money. A private detective is regularly hired by the bank, who makes it his special work to find out the habits of the various employees out of business hours. Unknown to them the detective follows them about, finds out where they spend their evenings, whether or not they are leading a fast life, and if they are spending more money than their respective incomes would seem to justify. He will thus keep track of a certain man for a week, or a few days, and if all is found well report is accordingly made to the president of the bank and similar tactics are begun with regard to some other employee.

But if, on the other hand, the watched man is found to have irregular habits, his accounts are carefully examined and every detail looked into. Ten chances to one, it will be found that the man who is spending the money right and left and leading a fast life generally is a systematic thief. It is a sound principle which underlies this method of discovering a defrauder, for no man is going to take money which does not belong to him unless he has some immediate way of expending it. The modern thief does not hoard up in savings banks. It is pre-eminently his spendthrift habits which lead him to steal. Incidentally, all of the employees of the bank, no matter how reliable they may be considered, are successively watched by the detective. It may be an unpleasant precaution, but where thousands upon thousands of dollars come into the question, experience has shown it to be necessary. For smaller establishments similar precautions on a smaller scale would doubtless be the means of stopping many a small leak. In France all banks keep on file a photograph of each person connected with the institution.

The curious thing about the prevailing dishonesty among employees is that a man cannot be persuaded to believe the existence of such a thing in his own particular case until he is confronted with positive proof. Then he blames himself for his negligence and wonders how he could have been so blind.

The patent check machines which have largely come into vogue have done much to stop this monkeying with the receipts. There are a variety of these machines on the market,

but they all look toward the same result. By keeping record of every sale as it transpires theft is rendered wellnigh impossible. The cashier is bound to make his or quite as frequently her accounts tally with the total shown by the machine. If there is a shortage anywhere someone has got to make it up.

In this connection it may be well to mention the fact that many employers do themselves, as well as the public at large, an injustice by trying to shield a guilty clerk. If the offender happens to be a young man, his father will sometimes approach the employer and plead with irresistible eloquence that his son may not be disgraced; and thus it often occurs that a worthless criminal, in the eyes of the law, is given "another chance." Occasionally a reform is thus effected, while in other cases the lesson soon fades out of mind. To know just what course to pursue under such circumstances indeed requires careful judgment, and no invariable rule can be laid down.

A case in point suggests itself. A young man of poor but honest parentage held a position of responsibility in the office of a well-known telegraph company. It was at the time of the great strike in New York, and the worst type of anarchy seemed imminent. Seized by some sudden impulse or mania which he was never able to fully explain to his most intimate friends, B— appropriated a considerable sum of money and set off for Philadelphia. He was soon caught and taken back to New York, where full restitution was made. He was not prosecuted, but with that terrible record behind him it would be almost impossible for him to obtain employment elsewhere. Several wealthy ladies interested themselves in his case, and pleaded with the manager to give the culprit another trial. After a tremendous amount of arguing they succeeded in gaining their point, and his career ever since has been most exemplary. To have refused to take the lad back would inevitably have started him upon the down hill road, and instead of occupying a position of trust to-day, he might be paying the penalty for some more serious crime in State's prison. Humanity and justice sometimes lie so closely together that to draw the line between seems a task almost beyond human power. — [The Stationer.]

A POPULAR FALLACY.

It is sometimes asked why, when two brands of the same class of goods are selling from the same counter, one marked double the price of the other, the more expensive grade finds a readier sale. Why doesn't everybody buy the cheaper grade? The natural answer to this is that the costlier is worth just so much more than its cheaper rival. Better materials or ingredients are used in its manufacture. People buy it because it will last just so much longer, or because it

will render so much better service while it does last. This, then, is the theory. Because it costs more it is the better article.

But is this conclusion true?

Not by any means. Cost is not the only criterion to go by in judging of qualities. It is only fair to admit that the great majority of cheap articles are inferior to those selling at a higher price, but it is not always so. The manufacturers in many lines are smart enough to know that the public is not a good judge of quality. They argue that by tacking on a fancy price to their goods they will capture the better class of trade, and if their sales are somewhat smaller than they would otherwise be, the increased margin of profit more than equalizes matters. The trade have succeeded in educating the public up to the idea that buying an inferior grade of goods, simply because it is cheap, is false economy, and so, when the public rushes to the opposite extreme, the manufacturers are shrewd enough to take advantage of the tendency.

In conversation with a professional tea taster connected with a large tea importing house, he gave some inside facts which go to illustrate the saying that there are tricks in all trades. It is the custom with many grocers, he said, to obtain from the same box the different (?) grades of tea which are sold at varying prices under various names. It is an old theory with P. T. Barnum that the public likes to be deceived, and the manufacturer or the retailer not unfrequently succeeds in turning this faculty to practical account.

To be a judge of quality in lines varying so widely in nature as those comprised within the stationery and fancy goods trades requires a more extensive experience and intimate knowledge of manufacturing processes than it is given to the average layman to acquire. And in the course of events it may transpire that the stationer who thinks he knows it all is not nearly so well posted as he imagines himself to be. The writer has heard a prominent manufacturer boast of the fact that very few of his customers were capable of judging of those fine points which constitute quality and regulate the price of an article.—Stationer.

MARKING GOODS. □

An important thing to be considered in storekeeping is the putting of neat and legible price marks upon goods. Many vexatious mistakes are made by clerks and salesmen owing to careless and improper marking. A recent commercial writer says: "Having considered every circumstance which ought to influence him in marking goods, the salesman should make his prices and then adhere to them. A rumour that a house has two or more prices, according to the customer who is buying, will spread rapidly and soon create a distrust very hurtful to its business. It is unfair, undignified, and downright dishonest

to make different prices to different customers, other things being equal, such as quantity, time, etc. Uniform dealing, one-price houses command a respect and confidence among customers which sliding-scale dealers never enjoy."—[Grocers' Criterion.

LOOKING FORWARD.

In a recent short and pleasing story by an English writer of note there is introduced to the reader the case of a young German who has left his home with the determination to study and acquire English business methods. He arrives in London, articles himself to an influential and established commercial house at a remuneration so small that it would be possible for no one but a German to convert pound, shilling and pence into proportionate parts of maintenance with a positive margin for a rainy day. He acquires proficiency in a majority of the continental languages, thus of value to distant correspondents of his employers. During all this time, while closely attentive to his duties, he possesses himself of methods and information which shall some day stand to him as so many pounds sterling. To make a long story short, there is that in his language, when explaining his position to a friend of his, which has furnished the theme for our sketch. It is this: "Do you think that I shall be content to remain here as a clerk?"

Whatever was the future success of the young German, we are not further informed. Suffice it that we have his comment, and that it may assist us to so improve opportunities and stimulate activity as to enhance our present condition and make us worthy and successful in all the serious and responsible business of life we may be called upon to engage in. We presume there is not one clerk among all the grocers' establishments which the American Grocer reaches who is not desirous of improving his condition, of looking forward to the time when he shall have worthily succeeded to his employer's holding or have launched out as a youthful competitor. If there is such a one, we beg to say to him, in all kindness, that a grocer's life is not for him, that the rank and file of his fellow-employees will not regard him as a worthy addition, that he will be a hindrance to them and a source of dissatisfaction to his employers, that the duties of a grocer's assistant call for continued activity, of keen watchfulness as to detail, for more than ordinary intelligence, for gentlemanly and courteous bearing towards superiors, inferiors and equals; in short, to endeavour towards such perfection that his employer might be heard to say of him: "I don't see how I could dispense with that young man's services," or words of similar import.

We will take the requisite of intelligence alone from the number we have mentioned above as illustrative of one of the means to beget confidence and secure the regard of

the customer. Questions such as these, for instance, are asked: "Why are Vostizza currants superior? Where is tapioca found, and how is it prepared for market? What are the merits of Assam tea, and where is Assam? Why is the Mocha coffee berry so unsightly?" When the customer comes to you for information of this order, are you prepared to offer him an intelligent answer? When an order is sent in for some French peas, you send him a tin of Champignons or Haricots zeits. Madame, who is a good customer, is much displeased with the error; she wished them for dinner. The grocer or his assistant is profuse in his apologies, the delivery boy is posted in great haste, if possible to remedy the matters. Has it happened before? No doubt of it. Well, how can it be avoided in the future? Does someone suggest that the easiest way out of the woods will be to place the peas in one part of the store and the mushrooms in another?

The writer, in conclusion, begs to suggest that the grocers' assistants of this country can in no way advance their own interests in every sense of the word and arrive at a conscientious satisfaction which will not appear in the weekly stipend, better than by following the advice of an inspired writer: "Whatever thy hand findeth to do, do it with all thy might."

E. H. RENBRET.

THE MODERN STORE.

It will be a long time before the little local stores find out the advantage of being just, and a little more than just; but, as fast as they do, they will cease to be little and local. The invention grew out of certain embarrassments met in extended business. A little shopkeeper needs no system at all. When a customer comes, he can adapt himself; he can always sell, if he has what is wanted, or something near it. A large store has its disadvantages. Selling has to be done by hired men and women, not by the merchant, not even under his eye or immediate direction. How? The answer to that short question, whatever the answer is, is the system. There has to be a system.

One item of it now more or less established is to have an invariable price on everything, and mark it in plain figures. Another is the privilege of returning unsatisfactory articles, which, if well managed, is an excellent one; indeed it is indispensable, whether you like it or not. (The proof—you allow it and grumble.) Another is guaranteeing more or less, a delicate business. Another is gauging the pay of your sellers; if you pay by amount of sales, that is one system; if you pay by efficiency and acceptability, that is another system; if you pay by premiums—you dare not let it be known—that is still another. However you pay is your system.

Every one of these items that go to make up the system by which a large store is constrained, has its advantages. Because of these and other disadvantages growing out

of doing business at second hand, the little local shopman beats the great merchant whenever he can catch his customer.

There is the little man's difficulty. He can't catch customers. He can provide for the little pin-and-needle wants, and sell to ignorant people who never write letters or know what is going on in the world beyond their neighbourhood. The local merchant is necessary. Fortunately he is so shortsighted he will stay little and local. He is welcome to his emergency business. You are not afraid of him. What you want is a scheme that will give you the upper hand of other large and far-reaching stores. That is the new invention. You have got to understand your region; have taste and judgment and knowledge of goods; you must have what is wanted and get it cheap—you've got to sell cheap, and you can't be losing money all the time. The other great merchants do all this. What more can you do to beat them? This more, with the rest, is what I mean by the modern store.

Merchants are apt to think of people outside that, being careful of money and eager for goods, they will come and buy if only prices seem to be low. This narrow view of the working people's minds is the cause of most of the faults of merchants. They are judges of goods, and people are not; and this superiority is continually in their minds. They get the habit of looking down on their customers. Then they make extravagant statements about their goods and prices as if there were no danger of getting caught at it. "Others exaggerate; why shouldn't I? If I don't, they'll beat me." By-and-by he wakes up to the fact that nobody takes him seriously. His advertisements have no effect, and his trade depends largely on the goodwill of his sellers. What is that but admitting that his customers value the statements made to them over the counter, face to face, by his sellers, more than his own statements not made face to face?

No matter what you are, the question is, What are you going to be? The first question to settle is as to telling the truth. Have you made up your mind to put into every part of your business the truth and nothing but the truth? And then, so far from the merchant being superior to his customers, he is probably midway among them; but, taking them all together, they have the advantage of him; and that is the way he has to take them, all together. If he makes a hundred misses, one detects one, another another. He gets the benefit of them all; his general standing depends on the hits and misses he makes. His business calls for the continual exercise of taste, judgment, knowledge, wisdom and common sense. Whenever he shows himself lacking in any of them he lowers his mercantile standing. He cannot afford to be ignorant, vulgar, coarse or selfish. The other question to settle is as to

being civilized. Have you made up your mind to be as much of a man as you are capable of?

It is useless to put on airs and pretend. A merchant's contact with people through his business is too familiar; disguise is impossible. What I mean by the modern store is a store in which the moral law is supreme, and the law of good taste almost supreme, and the law of justice superfluous. Put your customers' interest before your own, and manage your sellers so that they will do the same, then print your store news. That is the modern store; and the merchant who sets it up will control the intelligent trade of his region; his region will grow, and he will grow.—From "A Text-Book for Merchants, Salesmen, Etc.," by Mr. J. E. Powers.

MAKE YOUR BUSINESS A SPECIALTY.

We lately heard the remark from a merchant of large experience in directing an extensive business: "I am more than ever convinced that if you want anything well done you must entrust it to some one who has made that thing a specialty and been successful in it." There is a great deal of wisdom in this observation. It is often said that if a person wishes anything well done he must himself take hold of it, but this does not provide against failure from inexperience or want of the requisite qualifications. A great many lamentable mistakes occur from persons venturing upon undertakings for which they are not qualified, and often work is badly done and proves a failure because those entrusted with it have not been selected with reference to their special fitness.

It is a natural characteristic with us, that of deeming ourselves competent for anything and everything we choose to take in hand. There is an impatience of the slow methods by which in former days trades and professions were learned, and men like to "take hold" and trust to their quickness and adaptiveness to help them through. But, after all, whatever is worth having must be bought at a fair price, and unless the necessary qualifications are natural rather than acquired, a man will have to go through a long course of painstaking before he is proficient; otherwise his knowledge will be of very little value from its very commonness.

The remark we have quoted is full of practical suggestiveness to every man who engages in any business. The men who really accomplish anything are those who understand what they undertake, and who have given to it sufficient time and study to make it a specialty. If we take the most noted brands of goods put upon the market we shall find that the packers are men who have spent a considerable portion of their lives in perfecting the articles they produce, and have worked hard to secure the reputation they enjoy.

In the same way those who have built up an extensive business of any kind have done so not by accident, but by patient study and hard work, extending over many years. If it is true that men of this stamp are the only ones who can safely be intrusted with transactions for others, they are the only men who can accomplish any solid success for themselves. It is perfectly reasonable that this should be so. To manage a business with success requires so many qualifications, so much experience, and such an amount of attention that men who are ill qualified court failure. A man who has the conduct of a store has so many questions to meet at every moment, and must be well posted in so great a variety of subjects, that unless he is the right man in the right place he must needs be losing money directly or indirectly at every turn; and he cannot hope to succeed, especially as in most cases he has competitors who manage their business more intelligently. We say advisedly that the chances are against an ill qualified person, unless, indeed, he is a beginner, who, like some of our readers, beginning with no knowledge, has studied and learned his business from the start in which case he belongs to the hopeful and not to the hopeless class. We cannot give our young readers better advice than they should profit by every opportunity of gaining a complete mastery of the details of the trade on which they are entering, for thereby they will enter the ranks of the only class of men who can look forward with any confidence to success, viz., those who understand practically and thoroughly whatever they undertake.

The experience of the authority we have quoted points to a folly of a man's dabbling in any business that he does not understand; and yet there are many who think they can embark in certain enterprises in which they have had no experience with the same chances of success as old and experienced practitioners. This applies more especially to the class of speculative enterprises against which we have a great many times warned our readers. The safest occupation in which to make money is that which a man thoroughly understands, and if he is unable to make satisfactory progress in a business he knows, it is very unlikely that he will do better in one to which he is a stranger.

It is also of importance to exercise discrimination and see that those intrusted with any duty are fitted to perform it. The head of any house of considerable size is compelled to make a study of the peculiar qualifications of his assistants, and to intrust to each that share of duty which they are best fitted to perform. Unquestionably while individual success depends largely on the experience and mastery shown in the business, the prosperity of large organizations is also largely dependent on the judicious assignment of certain duties to certain persons who have proved themselves the best able to perform them.—[American Grocer.

ARCHDALE WILSON & Co.

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Wilson's Fly Poison Pads, Wilson's Wild Cherry, Fluid Extracts, Elixirs, Etc., Etc.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO JUNE 29, 1889.

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.

ACID, Acetic	lb.	\$ 12½	\$ 15	BARK, Bayberry, powdered	lb.	\$ 0 18	\$ 20	CATTLE-FISH BONE	lb.	\$ 0 30	\$ 35
Arsenic	"	26	27	Canella Alba	"	13	10	DENTIN	"	10	12
Benzoic, English, (from benzoic)	oz.	22	25	Cassia	"	18	22	ERSON SALTS	lbl.	1½	2
Boric	lb.	25	30	Ground	"	25	30	ERGOT	lb.	75	1 00
Carbolic, Crystals, super	"	1 40	2 40	Cinchona, red	"	50	2 40	ETHER, acetic	"	75	80
Commercial	"	55	70	Powdered	"	60	2 50	Nitrous, spirits	"	45	50
Citric	"	65	70	Calisaya, yellow	"	1 00	1 40	Sulphuric, 720	"	1 75	3 25
Gallic	"	1 45	1 80	Pale	"	90	1 00	EXTRACT, Belladonna	"	1 25	1 75
Hydrocyanic	oz.	10	12	Rub.	"	50	1 00	Colocynth, Co.	"	50	60
Hydrobromic, dil.	"	45	50	Elim, selected	"	15	18	Gentian	"	1 00	1 10
Lactic, concentrated	lb.	3 50	4 00	Ground	"	18	20	Hemlock, Ang	"	2 75	3 00
Muriatic	"	3½	6	Flour, packets	"	28	30	Henbane	"	2 50	3 00
chem. pure	"	20	22	Orange Peel, bitter	"	16	70	Jalap	"	11½	13
Nitric	"	11	18	Soap, Quillaya	"	14	18	Logwood, bulk	"	15	18
chem. pure	"	25	30	Sassafras	"	12	15	" packages	"	1 75	2 00
Oxalic	"	12	13	Wild Cherry	"	10	12	Mandrake	"	20	30
Phosphoric, glacial	"	1 55	1 90	BEAN, Tonka	"	7 00	9 00	Nux Vomica	oz.	75	80
dilute	"	17	25	Vanilla	"	2 50	2 75	Opium	lb.	4 00	5 00
Salicylic	"	2 20	2 60	BERRY, Cubeb	"	2 60	2 80	Rhubarb	"	1 00	1 20
Sulphuric	"	2½	5	Powdered	"	13	15	Sarsa. Hond. Co.	"	3 00	3 35
chem. pure	"	19	22	Juniper	"	3 00	3 10	" Jam Co.	"	70	80
Aromatic	"	50	60	BISMUTH, sub-carbonate	"	2 50	2 60	Taraxacum, Ang.	"	22	25
Tannic	"	1 10	1 40	Sub-nitrate	"	35	40	FOWLER'S, arnica	"	40	45
Tartaric, powdered	"	53	55	Liquor	"	12	13	Chamomile	"	7	12
ALCOHOL, pure, 65 o. p. by bbl., net.	gal.	3 28		BORAX	"	13	15	FLOWERS, Lavender	"	2 40	2 60
By gal	"	3 60		Powdered	"	65	80	GALLS, powdered	"	23	30
ALLSPICE	lb.	13	15	BUTTER, Cacao	"	52	57	GELATINE, Cox's 6d	doz.	1 20	1 25
Powdered	"		20	CAMPHOR, English	"	45	47	French	lb.	50	60
ALUM	"	2½	3	American	"	2 00	2 25	GLYCERINE, 30	tin or	22	25
AMMONIA, liquor, 880	"	15	18	CANTHARIDES	"	2 10	2 25	Price's	"	70	80
Aromatic Spirits	"	40	45	Powdered	"	25	32	GREYS, Paris	"	20	22
Bromide	"	75	80	CAPSICUM	"	30	40	GUM, Aloes, Barb	"	30	60
Carbonate	"	12	15	Powdered	"	17	20	Aloes, Cape	"	20	25
Iodide	oz.	50	60	CHALK, French, powdered	"	6	10	Socot.	"	45	80
Muriate	lb.	12	14	Precipitated	"	10	12	Powdered	"	70	75
ANSATTO	"	30	35	Prepared	"	5	6	Arabic, select	"	1 00	1 10
ANTIMONY, black, powdered	"	13	15	CHLOROFORM, pure	"	1 10	1 20	" " powdered	"	1 10	1 20
and potas, tart.	"	55	60	D. & F.	"	1 75	1 75	Sorts	"	50	80
ARKWRIGHT, Bermuda	"	45	50	German	"	55	75	" powdered	"	85	90
Jamaica	"	14	32	CHLORAL, hydrate	"	1 35	1 60	Assafetida	"	24	28
ARSENIC, Donovan's solution	"	30	34	CINCHONINE, muriate	oz.	15	20	Benzoin	"	50	90
Fowler's solution	"	12½	15	Sulphate	"	20	25	Catechu	"	14	16
White	"	6½	8	CINCHONIDIA, sulphate	"	15	25	Gamboge	"	1 20	1 30
BALSAM, Canada	"	45	50	CLOVES	lb.	35	40	Guaiacum	"	60	90
Copaiva	"	1 00	1 10	Powdered	"	40	43	Myrrh	"	48	85
Peru	"	2 50	2 75	COCAINE, S. G.	"	40	45	Opium	"	3 75	4 00
Tolu	"	65	70	COCAINE, mur	dr.	1 00	1 00	Powdered	"	5 50	6 00
				COLLODION	lb.	75	90	Scammony, powdered	"	6 25	7 00
				CONFECTION, senna	"	25	50	Virg	"	12 50	14 00
				COPPER, sulphate	"	8	9	Shellac, orange	"	32	35
				COPPERAS	"	1½	2½	Liver	"	25	28
				CHOPIN TARTAR, powdered	"	30	32	Storax	"	55	65
				CREOSOTE, wood	"	2 00	2 30	Tragacanth, flake	"	75	1 00
				CUDBEAR	"	18	30	Common	"	25	65

HERR, Boneset.....	lb.	\$0 20	\$0 25	Citronella	lb.	\$0 85	\$0 90	Ginger—			
Goldthread	"	60	75	Glover	"	2 50	2 75	Powdered	lb.	\$0 14	\$0 20
Horehound	"	15	20½	Cod-liver, N. F.....	gal.	90	1 00	Jamaica	"	24	28
Lobelia	"	15	20	Norwegian	"	1 50	1 75	Powdered	"	25	28
HONEY	"	25	30	Cotton Seed	"	1 00	1 10	Golden Seal, powdered.....	"	1 00	1 10
Hops	"	30	40	Croton	lb.	1 25	1 50	Hellebore, white, powdered	"	16	18
ICHTHYOL.....	oz.	90	00	Cubeb	"	15 00	16 00	Ipecac.....	"	2 50	2 60
INDIGO, Madras.....	lb.	75	90	Geranium, India	"	3 00	3 20	Powdered	"	2 75	3 00
INSECT POWDER, pure.....	"	65	75	Hemlock	"	75	80	Jalap, powdered.....	"	38	40
IODINE, commercial	"	5 00	5 50	Juniper.....	"	65	70	Licorice, select.....	"	13	15
Re-sublimed	"	5 50	6 00	Lawender, English	oz.	1 75	1 90	Powdered	"	14	15
IRON, carbonate, precipitated.....	"	16	20	French, pure	"	75	1 00	Mandrako	"	16	18
Saccharated	"	35	40	Lemon	lb.	1 90	2 20	Orris, Florentine	"	17	20
Chloride, solution, B. P.	"	15	18	Lemon Grass	"	1 50	1 60	Powdered	"	24	26
Citrate and Ammonium	"	75	80	Linseed, boiled.....	9 lb., gal.	62	65	Pink	"	90	95
" and Quinine	oz.	20	40	Raw	"	60	65	Rhubarb	"	35	80
" and Strychnine.....	"	18	20	Neatsfoot	"	90	1 00	Fine trimmed	"	2 40	4 50
Dialyzed, solution	lb.	50	75	Olive, common	"	1 30	1 40	Powdered	"	60	2 25
Iodide, syrup	"	40	45	Salad	"	2 00	2 75	Sarsaparilla, Honduras	"	50	53
Pyrophosphate	"	1 00	1 00	Orange	lb.	2 75	3 00	Jamaica	"	60	65
Sulphate, pure	"	8	10	Origanum	"	60	75	Mexican.....	"	20	25
IODOPIC	"	7 00	8 00	Penuryoyal	"	1 75	1 90	Seneka	"	75	85
JAPONICA	"	8	9	Peppermint, English	"	1 00	2 00	Squill, white	"	15	20
LEAD, Acetate, white	"	12	14	American	"	3 25	3 75	Valerian, English	"	18	20
Sub-Acetate, sol	"	10	12	Rose, Kissanlik	oz.	9 00	14 00	SAL SODA, by bbl	"	14	14
LEAF, Belladonna	"	25	30	Good	"	6 25	8 50	SACCHARIN	oz.	1 60	2 00
Buchu	"	18	20	Rosemary	lb.	70	75	SALICIN	lb.	3 25	3 75
Coca	"	75	90	Sandalwood	"	5 50	8 00	SANTONIN	"	2 50	2 75
Digitalis	"	25	30	Sassafras	"	0 00	0 00	SEED, Anise, Italian.....	"	14	15
Eucalyptus	"	25	35	Seal, pale.....	gal.	55	60	" Star	"	35	38
Hyoscyamus.....	"	25	30	Sperm, winter bleached	"	1 90	2 00	Canary, Sicily	"	4½	5
Jaborandi	"	50	60	Tansy	lb.	4 25	4 50	Caraway	"	10	12
Matico	"	75	80	Union Salad	gal.	1 10	1 15	Cardamon, Malabar.....	"	1 25	1 50
Senna, Alexandria	"	50	75	Wintergreen	lb.	3 20	3 50	Decorticated.....	"	1 50	2 00
Tinnevelly	"	15	25	Wormwood.....	"	6 00	6 57	Celery	"	25	30
India	"	15	17	OSTRENT, mercurial	"	65	70	Colchicum, German.....	"	90	1 00
Stramonium	"	25	30	Citro	"	35	38	Coriander	"	10	12
Uva Ursi	"	15	17	OPUM, Seo Gum.....	"	16	17	Flax, cleaned, Ontario... 100 lbs.	"	3 25	3 50
LEPTANDRUS	oz.	50	60	ORANGE PEEL	"	3 00	3 50	Imported	"	0 00	0 00
LIME, Chloride	lb.	3½	4½	PEPSIN, Eng.....	"	5 25	6 00	Fenugreek, powdered	lb.	7	9
Packages	"	6	7	Saccharated	"	22	25	Hemp	"	5	5½
Hypophosphite	"	1 50	2 00	PEPPER, black	"	25	27	Mustard, white	"	9	11
Phosphate	"	35	38	Powdered	"	25	27	Powdered	"	20	45
Sulphite	"	10	11	White powdered	"	38	40	Rape	"	8	9
LIQUORICE, Solazzi	"	45	50	PILL, Blue, Mass.....	"	60	65	SAPPHON, American.....	"	35	50
Pignatelli	"	35	38	PHLODAMPINE.....	gr.	6	12	Spanish	oz.	1 00	1 10
Y. & S. Pellets	"	40	00	PITCH, black	bbbl.	3 75	4 00	SAGE	lb.	7	8
Other brands	"	14	35	Burgundy	lb.	13	15	SILVER, Nitrate	cash,	11 00	13 00
LYE, concentrat. d	doz.	90	1 00	PHOSPHORUS	"	90	1 00	SOAP, Castile, mottled	"	8½	12
MADDER, best Dutch	lb.	12½	14	PODOPHYLLIN	oz.	40	45	" white	"	15	17
MAGNESIA, Carb., 1 oz.....	"	20	22	POPPY HEADS	100	90	95	SODA, Ash	keg or cask,	13	2½
Carb., 4 oz	"	16	20	POTASSA, caustic, white sticks.	lb.	65	70	Caustic	drum or	2½	5
Calcined	"	55	65	Liquor	"	10	12	SODIUM, Acetate	"	25	30
Citrate, gran	"	40	75	POTASSIUM, Acetate, granu-	"	50	55	Bi-carb. Howard's	"	16	17
Sulphate	"	1½	3	lated	"	17	20	" Newcastle	keg	2 50	2 75
MANGANESE, black oxide	"	4½	6	Bicarbonate	"	12	13	Carbonate, crystal.....	lb.	2½	3
MANNA	"	1 75		Bichromate	"	32	35	Hyposulphite	"	4	5
MENTHOL.....	"	4 50	5 00	Bitartrate (Cream Tartar)..	"	55	58	Salicylate	"	2 30	2 50
MERCURY	"	90	1 00	Bronide	"	13	15	Sulphate, Glauber's Salt.....	"	1½	3
Ammoniated	"	1 30	1 45	Carbonate	"	18	20	STRYCHNINE, crystals	oz.	1 25	1 50
Bichlor	"	95	1 00	Chlorate	"	40	52	SULPHUR, precipitated	lb.	13	20
Biodide	"	4 00	4 50	Cyanide, Fused.....	"	3 75	4 00	Sublimed.....	"	3	4
Bisulphate	"	1 15	1 25	Iodide	"	9	11	Roll	"	2½	3½
Chloride	"	1 00	1 20	Nitrate	"	60	65	TIN, Murate, crystals.....	"	35	37
C. Chalk	"	55	60	Permanganate	"	35	38	TAMARINDS	"	12	14
Nitric Oxide	"	1 25	1 30	Prussiate, yellow	"	32	38	TAR	bbbl.	4 50	4 75
Oleato	"	1 25	1 30	And Sodium Tartrate (Ro-	"	25	27	Barbadoes	lb.	10	12
MORPHIA, Acet	oz.	1 80	2 00	chelle Salt)	"	9	10	TERBENE	"	75	90
Muriat	"	1 80	2 00	Sulphuret	"	45	47	TURPENTINE, Spirits.....	gal.	70	75
Sulphat	"	1 90	2 00	QUASSIA	"	35	40	Chian	oz.	90	2 50
Moss, Iceland	lb.	9	10	QUININE, Howard's	oz.	35	40	Venico	lb.	12½	13
Irish	"	10½	12	German	"	2 75	3 75	VIRATRIA	oz.	2 00	2 50
MUSK, Touquin, rue	oz.	36 00	40 00	Rosin, strained	bbbl.	4 50	5 00	VIRIDIGUS	lb.	35	55
Canton	"	75	80	Clear, pale	"	24	25	WAX, white, pure	"	55	75
NUTMEG	lb.	1 00	1 05	Roor, Aconite	lb.	20	22	Yellow	"	42	45
NEX VOMICA	"	8	10	Blood, powdered	"	13	15	Paraffins	"	17	20
Powdered	"	22	24	Colchic, black	"	25	35	WOODS, Camwood.....	"	5½	8
Oil, Almond, bitter	oz.	75	80	Colchicum, German	"	20	22	Fustic, Cuban	"	2½	3
" Sweet	lb.	55	65	Columbo	"	30	35	Logwood, Campeachy.....	"	2½	3
Amber, rectified	"	65	70	Powdered	"	13	15	Quassia.....	"	9	10
Anise	"	3 00	3 20	Curcuma, ground	"	15	17	Redwood	"	3½	5
Bergamot	"	3 75	4 00	Elecampane	"	20	22	ZINC, Chloride	oz.	10	15
Cajuput	"	1 25	1 50	Powdered	"	10	12	Oxide	lb.	13	60
Caraway	"	3 50	4 00	Gentian	"	12	14	Sulphate, pure	"	9	12
Cassia	"	1 50	1 57	Ground.....	"	15	17	" common	"	7	9
Castor	"	9	15	Powdered	"	12	18	Valerianate.....	oz.	25	28
Cedar	"	75	1 25	Ginger, E. I.	"	12	18	Sulphocarbonate.....	lb.	1 00	1 10