

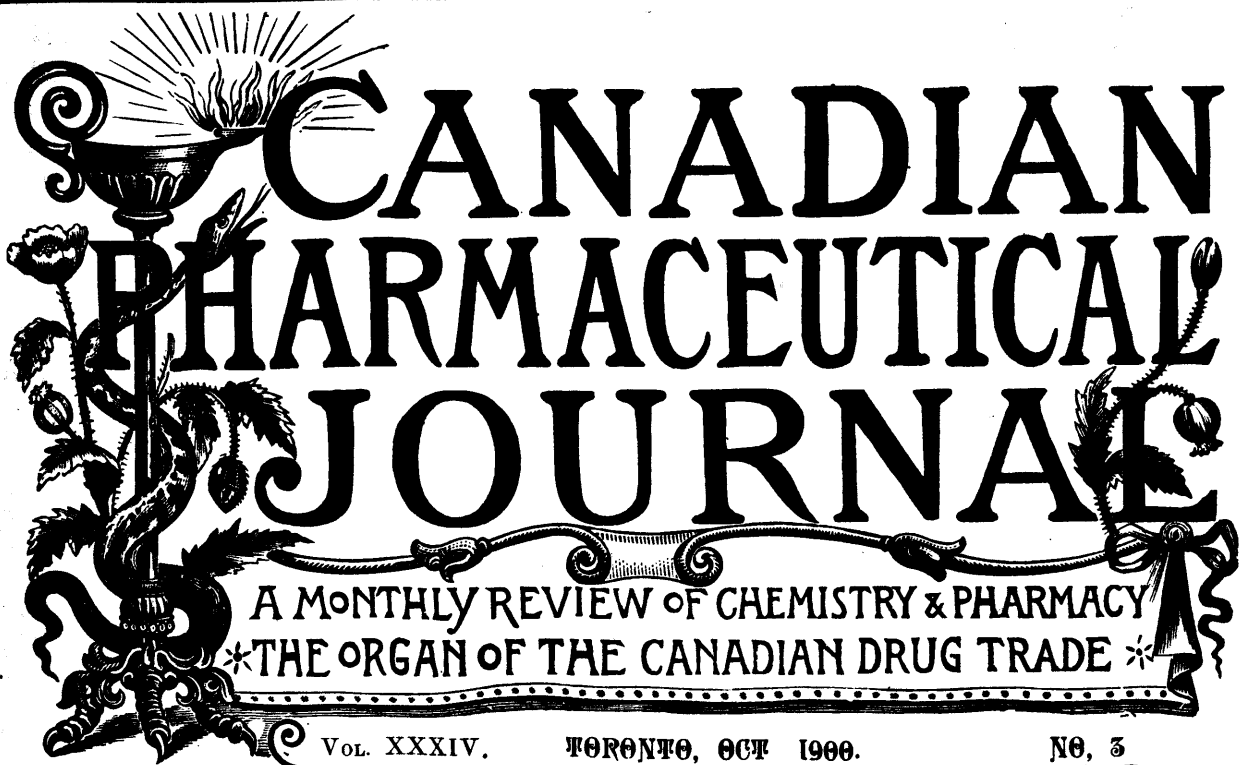
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The Photographic Competition.



# CANADIAN PHARMACEUTICAL JOURNAL

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

VOL. XXXIV. TORONTO, OCT 1900. NO. 3

“CREAMERY”

## BUTTER COLOR.

**Without Exception the Best  
On the Canadian Market.**

**RAPIDLY GROWING IN FAVOR.**

We are aware that several unsatisfactory Butter Colors have been offered, and that some druggists therefore hesitate to offer a new make, but hundreds are now handling “Creamery,” upon our recommendation, to the satisfaction of every buyer and at a very large profit to the dealer.

### Guarantee

Every dealer is now authorized to guarantee our Creamery Butter Color to give perfect satisfaction if properly used according to directions. If under this guarantee any buyer returns this article, send the bottle to us with name and address of customer and we will return you (the dealer) the full retail price by next mail.

**ARCHDALE WILSON & CO.,**  
Hamilton.

NO LONGER PROPERTY OF  
HEALTH SERVICES LIBRARY  
MCGILL UNIVERSITY



KNOWN AS RELIABLE OVER  
SIXTY YEARS.

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

EMPTY CAPSULES OF ALL KINDS.  
Encapsulating Private Formulas a Specialty. Correspondence solicited.

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

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

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

## PAINING AND HOUSE CLEANING

Are Spring operations, and your customers will  
want WHITING and PAINT.

THE OLD WAY was to procure a few pounds of colors, a few gallons of oil  
and some turps and go messing and daubing around, and  
leave the walls as though the work was done with a squirt gun.

THE NEW WAY is to use . . .

## Robertson's Ready Mixed Paint

and do an artistic job in a workmanlike manner.

*See that you have these goods in stock when asked for. Buy now  
for your Spring Trade.*

The **James Robertson Co., Limited,**  
263--285 King St. W., **TORONTO.**

### KILLS EVERY TIME.

#### "Common Sense Exterminator"

Once sold always recommended.

Rat Ext.		Roach, Bed Bug and Moth Ext.	
4 sizes		3 sizes.	
15c	\$1.00 per doz.	25c	\$1.75 per doz.
25c	1.75 " "	50c	3.50 " "
50c	3.50 " "	\$1	8.00 " "
\$1.	8.00 " "		

At all Wholesalers - No Departmental Stores.

**COMMON SENSE MFG. Co.,**  
381 Queen W., Toronto.

RED MARKS ON :

25 Imp. Gills. Whole barrels.  
12½ " " Half barrels.



FOR SALE BY DRUG  
IMPORTERS.

# Stearns' 1900 Perfumes.

## THE CZARINAS.

**Czarina**  
**Violettes.**

**Czarina**  
**Roses.**

**Czarina**  
**Carnations.**

**"4" Roses.**

**"Country Club."**

**"Amorita."**

**"Blush Roses."**

## A Special Line For Special Trade.

A persistent odor of the true delicate Violet.

A true Rose odor, strong and heavy. The richest of them all.

Every drop a whole bouquet of fresh cut Carnations.

A favorite all over Canada.  
A high grade odor at a medium price.

Just a whiff from the country.  
A reminder of summer.

An old time favorite.  
A true Spanish odor.

A soft pleasing Rose.  
Delicate but fragrant.

We Have a Full Line of  
STANDARD ODORS.

Our "Sundown Covers" for each half pound bottle protect the odor from the light, insuring its fragrance and preserving its delicacy.

**STEARNS,**  
**PERFUMER.**  
WINDSOR.

Detroit, Mich.  
London, Eng.  
New York City.

# Robert Gibson & Sons,

Limited,  
Manchester and London, England.



These Chocolate Worm Cakes are now sent out In Three Sizes of

**Beautifully Enamelled Counter Show Tins**

1 GROSS,  $\frac{1}{2}$  GROSS &  $\frac{1}{4}$  GROSS SIZES.

The Cakes are wrapped in tin foil, to preserve them from atmospheric influence,  
and then enclosed in an envelope printed with directions.

Very Palatable and Unusually Attractive.

Children Eat Them With Delight.

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

PRICE LISTS AND SAMPLES ON APPLICATION.

*Kindly mention this Journal when writing to Advertisers.*



## SPONGES,

Cases { Large assortment of both English and American packing.

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

## LYMAN, KNOX & CO.

Importers & Jobbers,

MONTREAL

AND TORONTO.

## Specialties.

**Sponges.** 200 lines from which to select. The largest and most complete stock in Canada; imported direct from the fisheries.

**Chamois Skins.** English, American and French. The celebrated "Electric Chamois," which retains its silky character under all circumstances.

**Capping Skins.** White Splits and Gold Beater's Skin.

**Sea Salt.** Guaranteed genuine; imported by us from the Bahama Islands. In bags to retail at 25c, and cartons at 10c.

**Talcum Powder.** Perfumed, \$7.50 per gross, 65c per doz. Full size tin.

**Suspensories.** A splendid line at popular prices. None better and none cheaper.

**Florida Water.** Equal to the best at \$4 and \$1.75 per doz.

**Trusses.** Lines of the Ottawa Truss and Surgical Co.; their prices.

**Rubber Goods.** Everything the druggist requires at popular prices.

**Sponge Cabinet.** Silent salesman. Display the stock and keep it nice and clean.

**Corks.** In this line we are "corkers."

**SAUNDERS & EVANS.**

# Abbey's

## EFFERVESCENT

## SALT

reaches

the

consumer

through

the

## RETAIL DRUGGIST ONLY

THE

Abbey Effervescent Salt Co.,

LIMITED,

MONTREAL, - CANADA.

## Seasonable Goods.

### O. C. Comp. Ext. Sarsaparilla,

with Iodide of Potassium,  
in large bottles containing 100 doses.  
Large size \$5.00 per doz; in 3 doz. lots, \$4.75 doz.  
Small " 2.75 " " " 2.50

### O. C. Tonic Bitters,

A Compound Extract containing Celery,  
Cascara and Burdock, etc.  
Large size \$5.00 per doz; in 3 doz. lots, \$4.75 doz.  
Small " 2.75 " " 2.50 "

### O. C. Comp. Syrup of Hypophosphites,

A bright, clear Syrup; will remain any length  
of time without a deposit. In 16 oz. bot-  
tles, \$5 per doz.; in 3 doz. lots, \$4.75 per  
doz. In 8 oz. bottles, \$2.75 per doz.; in 3  
doz. lots, \$2.50 per doz.

### O. C. Iron Tonic Pills,

In bottles, \$1.25 per doz; in 3 doz. lots,  
\$1.20 per doz; \$14 a gross.

### Celery Herb Tea,

in large packages, \$1.25 per doz; 3 doz. lots,  
\$1.15 per doz; \$12 a gross.

### Quinine Wine,

Made from Imported Wine and in accord-  
ance with the Br. Ph., \$6 per doz., in 3 doz.  
lots, \$5.75 per doz.

### English Milk Food, Malted.

A safe, delicious, pure food for Children  
and Invalids. It is the best food sold and  
will be readily taken and assimilated where  
other foods have failed. A number of ex-  
cellent testimonials. 3 sizes: \$1.50, \$2.65  
and \$5.75 per doz.

### Standard Dyes,

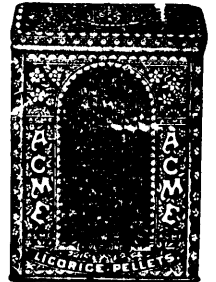
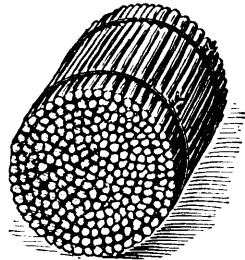
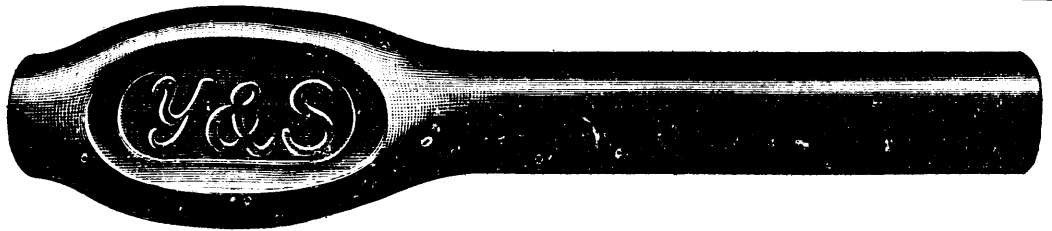
Give bright and fast colors on Wool, Silk,  
Cotton and Union Goods. 31 of the lead-  
ing colors. It will pay to sell these Dyes.  
They give satisfaction. The colors are  
bright and fast. Any person can dye with  
these. Sold to Retail Druggists only.  
Wholesale price the lowest on the market.  
A handsome book of dyed cloths to show  
the shades. Try an assortment with your  
next order.

—THE—

## Ontario Chemists'

M'f'g. Co., Limited,

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



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

**Acme Licorice Pellets**, in 5 lb. tins ; also put up in 5c. packages, 40 packages to the box.

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

**Powdered Extract and Powdered Licorice Root** in convenient packages.

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

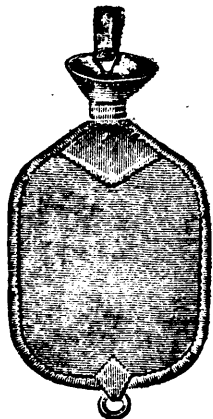
*Illustrated Catalogue on application.*

Established 1845.

**YOUNG & SMYLIE,  
BROOKLYN, N. Y.**

## RUBBER GOODS

*Write for quotations and samples or wait and see our traveller.*



## Our "ACME QUALITY"

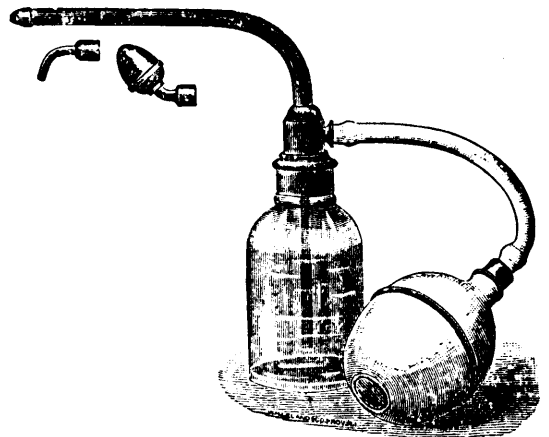
Is gaining favor. It does not pay the Dealer to sell Cheap Rubber goods. We only handle the Slate Colored Goods and the English Red Rubber.

SUNDRIES DEPARTMENT

**THE J. STEVENS & SON Co. LIMITED**  
TORONTO.

Agents for **J. STEVENS & SON,**  
78 Long Lane, London, E. C.

## ATOMIZERS.



American Climax, fine stem, with small bellows for water only, per doz.....	\$4.00
McKenzie Leader No. 1, Water Oil, one tip, per doz.....	4.50
" " No. 2, " " two " " ".....	5.50
" " No. 3, " " three " " ".....	6.00
J. Stevens & Son, solid stem, Water Oil, one tip, per doz.....	5.00
" " " " " two tip.....	6.00
" " " " " three tip, per doz.....	7.00
Screw Cap, Water Oil, one tip, per doz.....	5.50
" " " two " " ".....	6.50
" " " three " " ".....	7.50

All our Atomizers with the exception of the "American Climax" are supplied with a superior large slate colored Bellows.

Every Atomizer Guaranteed.

**THE J. STEVENS & SON Co., Limited.**



# THE LANCASTER COUNTY VACCINE FARMS.

DR. H. M. ALEXANDER & CO

The Largest Propagators Of **Vaccine Virus** In The World.

THE ONLY AMERICAN LYMPH EVER HONORED by the RECEIPT of a MEDAL

THE STATE BOARD OF HEALTH OF PEN SYNLAVNIA reports:—"The excellent Bacteriologica showing of the product, purchased with the others in a large Drug Store, is an index of the hygienic condition of the pains taken in removing the Lymph to keep it aseptic."



MAIN BUILDING—INOCULATING DEPARTMENTS. (Dimensions 60x200.)

MR. ERNEST B. SANGREE, M. D., STATE BACTERIOLOGIST OF TENNESSEE, SAYS: Bovine Virus is no safer than humanized, unless 'The source is beyond doubt' "Unfortunately a number of vaccine firms have not yet wakened up to the necessities. "Of the different places I visited I would recommend to the Board of Health the product of three as safe for them to advocate; and of these three the product of my own choice would be the product of the . . .

LANCASTER COUNTY VACCINE FARM, AS BEING HEAD AND SHOULDERS ABOVE ANY SIMILAR FIRM IN THE UNITED STATES.

Dried Vaccine	{	Ivory Points.....	10	for \$	1 00
		Quill Slips.....	10	for	1 00
Fluid Vaccine	{	Steraberg Bulbs, each sufficient for 1 vaccination,...	10	for \$	1 00
		Lymph Tubes " " 1 " .....	10	for	1 00
		Lymph Tubes " " 10 " .....			90
		Lymph Tubes " " 20 " .....			1 70
		Lymph Tubes " " 50 " .....			4 00

All orders for Vaccine, or letters containing enquiries as to prices should be addressed to the nearest one of our Shipping Offices.

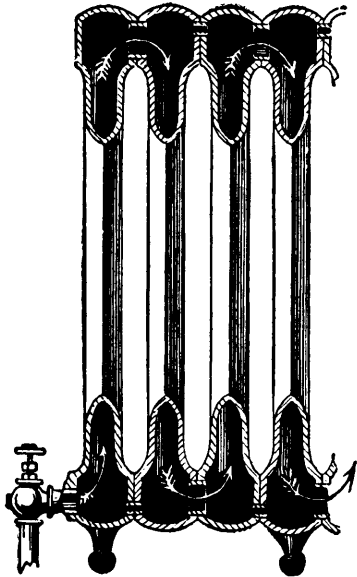
Marietta, Penn.,

Omaha, Neb.,

5609 Indiana Ave. Chicago, Ill.,

77 E. 116th Street, New York City.

# CANADA . . . . . . RADIATORS.



Section view of Canada Radiators, showing construction and circulation.

All designs are registered and the construction patented.

ARE YOU GOING TO USE  
RADIATORS ?

DO YOU WANT TO SAVE  
MONEY ?

The "**Canada**" are the only ones that have a positive and perfect circulation.

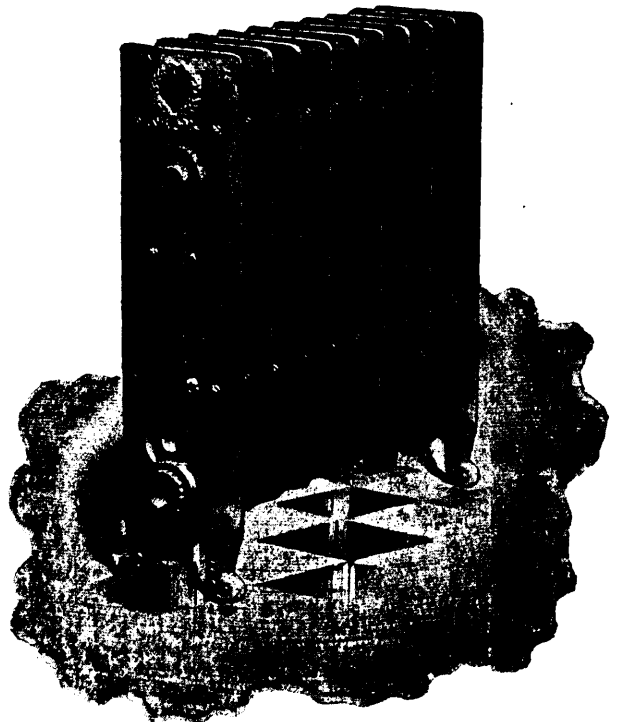
They alone will work in both steam and water.

Write us for catalogue before using any other.

It will pay you to investigate

**CANADA RADIATOR CO., LIMITED.**

124 Bay-St., Toronto.





# MANHATTAN 10c. CIGARS

And 

# COL. OTTER 5c CIGAR

Are the brands connoisseurs ask for.  
Save Manhattan bands---they are valuable.

---

*Write Us For Prices On*

Imported (Havana, Mexican and Manilla) Cigars, Domestic Cigars and Tobaccos, and Smokers' Sundries.

---

## W. B. REID & Co.,

58 Yonge-St., TORONTO.

# SEELY'S Holiday Perfumes

**"Without a Peer."**

The largest, handsomest and most artistic line shown.

Should be found in every druggist's store, as they are sold exclusively to the drug trade.

One bottle sold creates a demand for another.

Send for our new illustrated catalogue.

**SEELY** The American  
Perfumer.

DETROIT, Mich.

WINDSOR, Ont.

# A CAR LOT OF CASTOR OIL,

Just arrived direct  
from Calcutta.



Druggists will find it to their advantage to communicate with us when in the market.

**Prices and Samples**  
CHEERFULLY SUBMITTED.

We are strictly independent of any monopoly or combination.

THE

# Atlantic Refining Co.,

Cor. Esplanade and Jarvis St.

Phone 2033

TORONTO.

*Canada for Canadians*

We beg to call the attention of the Drug Trade to the far famed

**Turkish  
Dyes,**

manufactured and owned exclusively in Canada. They have stood the test of time, and still the sales are increasing. We especially commend our TURKISH DYES for cotton, the first and most complete list of Cotton Dyes on the market. To day our prices to the trade are right and quality guaranteed. Ask your jobbers for TURKISH DYES and see that you get them. They are good sellers and will bring you new customers every day.

**BRAYLEY SONS & CO.,**

58 WELLINGTON ST.

MONTREAL.

# LEVY & Co,

## PRINTERS,

Leader Lane,

TORONTO.

Never fail to satisfy  
patrons both in

**Quality of Work and Price.**



A Sample Order Will  
Convince You.



**WRITE THEM.**

# Ewing's Corks.

SEE OUR SAMPLES  
BEFORE BUYING.

*For all particulars of quality and prices address:*

**S. H. Ewing & Sons,**  
MONTREAL.

J. LOWDON & SON,  
Toronto,  
Western Agents.

## MINARD'S

"KING OF PAIN"

## LINIMENT

Sold from Halifax to Victoria by

HALIFAX—Brown & Webb, Simson Bros & Co., Forsyth, Sutcliffe & Co.  
ST. JOHNS—T. B. Barker & Sons.  
YARMOUTH—C. C. Richards & Co.  
MONTREAL—Kerry, Watson & Co. Lyman Sons & Co. Evans Sons & Co.  
KINGSTON—Henry Skinner & Co.  
TORONTO—Lyman Bros & Co. Evans Sons & Co. Northrop & Lyman Elliot & Co. T. Milburn & Co.  
HAMILTON—Archdale Wilson & Co. J. Winer & Co.  
LONDON—London Drug Co. Jas. A. Kennedy & Co.  
WINNIPEG—Martin, Bole & Wynne Co.  
NEW WESTMINSTER—D. S. Curtis & Co.  
VICTORIA and VANCOUVER—Henderson Bros.  
QUEBEC—W. Brunet & Co.  
ST. JOHN—Canadian Drug Co. S. McDiarmid & Co.  
PRESCOTT—T. W. Chamberlain & Co.  
MONTREAL—Hudon, Hebert & Co.

# VALUE IN QUALITY...

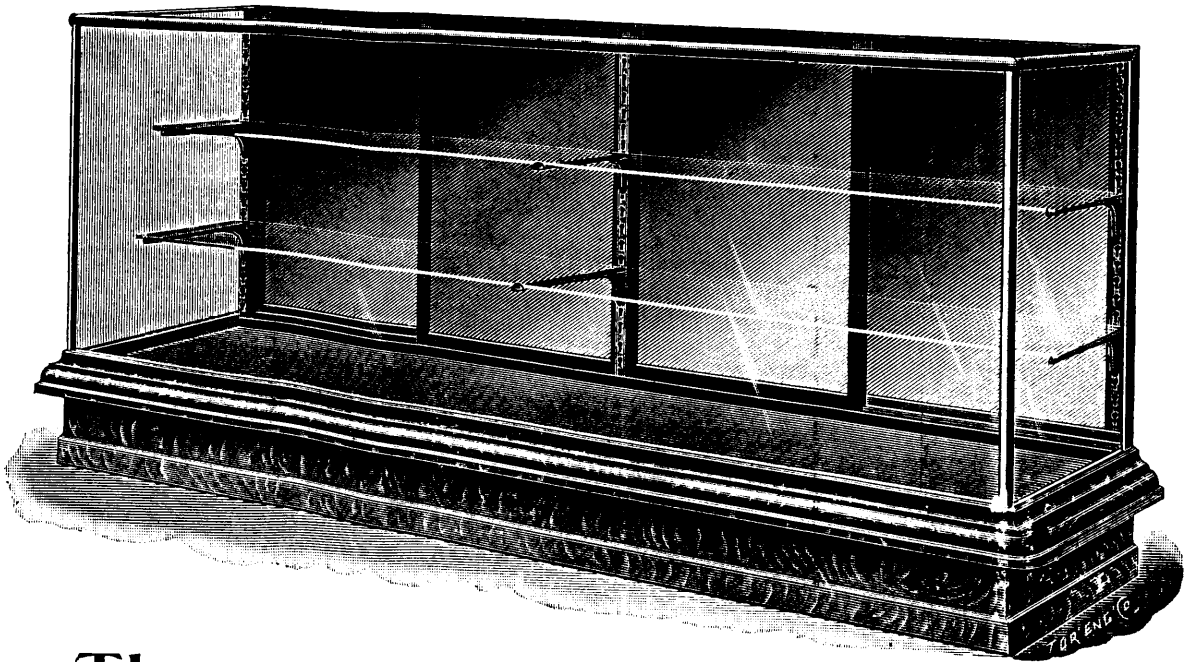
In nothing offered as merchandise does value in quantity count as much as in the articles handled by the druggist for medicinal use. In everything else poor quality may have a value, but in medicine it has none.

The sole aim of every manufacturer and compounder should be to manufacture the best his abilities will permit him. For such goods he should obtain a fair honest price. When the druggist compounds something on his own account he tries to make trustworthy goods, and when he buys from those who manufacture for him he should be equally as particular.

We are particular in making our products and we ask every buyer of them to be particular also and test them by comparing them with other productions.

WE THRIVE ON COMPARISONS...

The  
**TORONTO PHARMACAL CO.,**  
Limited,  
Toronto and Montreal.



# The \_\_\_\_\_ SILENT SALESMAN.

... The most profitable investment a pharmacist can make. ...

It keeps goods clean, shows them effectually,  
and makes sales. Don't be without one.

Our Other Lines Are: Drug Store Fittings, Prescription  
Cases and Counter Cases.

*Write for Estimates and Prices to the*

**Dominion Show Case Co.,**  
53 Richmond-St. E., TORONTO.



## McGREGOR'S BUTTER SCOTCH.

RETAILS 2 oz. box - 5 cts.  
1-2 lb. " - 15 "

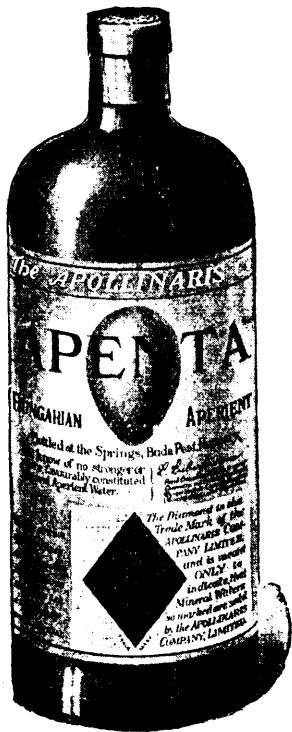
Advance orders are now being shipped as rapidly as possible. Other orders will be filled in the order in which they are received.

*The best selling confection known to the  
Canadian Drug Trade.*

*Write for samples.*

**2 Mulock-Av.**

**W. S. McGregor,**  
**TORONTO.**



# “APENTA”

HUNGARIAN APERIENT WATER.

The Prices to RETAILERS are as follows :

\$5.50 Case of 25 large glass bottles  
 \$8.50 “ 50 small glass bottles

SEE that the Labels bear the  
 well-known **RED DIAMOND MARK**  
 of the APOLLINARIS CO., Limited.

SOLE EXPORTERS **THE APOLLINARIS Co., Ltd., London.**

*Employed at “Royal Victoria”  
 and “Montreal General” Hospitals.*

CANADIAN SUB-AGENTS: WALTER R. WONHAM & SONS, MONTREAL.

## Maltine M'f'g Co.'s Preparations.

MALTINE (Plain).	MALTINE with Pepsin & Pancreatine	MALTINE with Peptones.
MALTINE Ferrated.	MALTINE with Hypophosphites.	MALTINE WINE Pep. and Panc.
MALTINE with Cod Liver Oil.	MALTINE with Cascara Sagrada.	MALTINE WINE, Beef and Iron,
MALTINE with C.L.O. and Hypophos.	MALTINE with Phos., Iron, Quinia,	MALTINE with Coca Wine.
MALTINE with Creosote.	MALTINE WINE. [and Strychnia.	MALTO-YERBINE.

## Duncan, Flockhart & Co.'s

### Bland's Pill Capsules

ARE SOFT AND FLEXIBLE,  
 NEVER BECOME HARD,

NEVER BECOME OXIDIZED,  
 NEVER VARY IN STRENGTH.

Put up in 1, 2, and 3-pill sizes, with or without Arsenic, and supplied in boxes of 100 each. They are prepared by an original process, which entirely overcomes tendency to HARDENING so common in the ordinary Bland PILLS.  
 FOR SALE BY WHOLESALE TRADE.

The Safest :  
 : and Best



Preparation :  
 : of Opium.

### PRICES:

In 1 lb. Bottles	- - per lb.	\$3.00		In ¼ lb. bottles	- - -	“	3.20
In ½ lb. bottles	- - per lb.	\$3.10		In ⅛ lb. “	- - -	“	3.60
	Glycerole of Nepenthe				per oz.		\$1.60

Can be ordered from any of the Wholesale Houses, or (if required immediately) will be sent direct “charges paid” on receipt of price.

**R. L. GIBSON, 88 Wellington St. W., Toronto.**

*Kindly mention this Journal when writing to Advertisers.*

# CANADIAN PHARMACEUTICAL JOURNAL AND PHARMACAL GAZETTE.

VOL. XXV.

TORONTO AND MONTREAL, OCTOBER 1900.

No. 3

ESTABLISHED 1868.

## CANADIAN PHARMACEUTICAL JOURNAL

—AND—

## PHARMACAL GAZETTE.

ISSUED MONTHLY.

Editor, - - - - J. E. MORRISON

Business Manager, - G. E. GIBBARD

Subscription, \$1.00 per Year.

Communications bearing on the text to be addressed to **Editor, P.O. Box 683, Montreal.**

**All Copy** for publication must be sent in by the 1st of the month.

**New Advertisements** and changes received up to the 5th or 1st if proofs are required.

**Advertising Rates** sent on application.

**Address** all communications on business

CANADIAN PHARMACEUTICAL JOURNAL,

287 King St. West, Toronto, Ont.

### OUR COLLEGE.

In this issue we print a letter from a correspondent setting forth some conditions which exist in the Ontario College of Pharmacy. Regarding the matters of Reading Room and Library. We know that our correspondent is correct to the letter, and the two mentioned institutions are simply non-existent except in name. We are disposed to go further and state that for a rich institution they are a disgrace.

Of the other matter referred to we know nothing, and was at first disposed to exclude the letter on that account, but on second thought decided to publish it.

We are strong believers in publicity for real or imaginary grievances in public institutions. If real

it will bring about corrections; if imaginary there is nothing equal to sunlight for dispelling hallucinations—they are like microbes and other disease breeding agencies, it is death to them.

### THE EARLY CLOSING MOVEMENT.

We have several times referred to the needlessly long hours of labor which pharmacists inflict on themselves, and we are pleased to see that our words have taken effect. In Montreal the east end pharmacists have signed an agreement to close at 10 p.m. except Saturdays and eves of holy days, and to remain open only eight hours on Sundays. This does not appear to be much of an improvement, but compared with the hours in vogue up to the present it is decidedly so, and if the agreement be kept by all there is no doubt that in a few months more we will see a further reduction in the hours of Sunday labor. The pharmacists of the other sections of Montreal are taking up the matter and we hope to see them fall into line with their confreres of the eastern section of the city, especially as the Q. S. R. D. is interested in the movement and will help it along.

### THE N.W.D.A. VISIT TO MONTREAL, 1901.

The publication in the daily press of a Chicago despatch stating that the N. W. D. A. would hold the 1901 meeting in Montreal was at first thought by the members of the wholesale drug trade of Montreal to be a mistake, as nothing whatever was known of an invitation having been sent to the Association, and it was considered that the latter would not come unless on such invitation. However, later it was found that a gentleman who at one time was in the wholesale drug trade but who has not been connected with it for over four years, had undertaken to secure an invitation from the Board of Trade and other bodies, but had never notified the druggists of any such intention. This invitation has apparently been accepted by the N. W. D. A. without the pre-



vious knowledge or consent of the Montreal members of the Association. Even the duly accredited representative of the drug trade on the council of the Board of Trade, Mr. J. W. Knox, was in ignorance of the move which was being made, and was as much surprised at the news as anyone else.

It may be said that there was no necessity to consult the drug trade of the city. Possibly, but we think that the course pursued is a most unusual one, as the members of an association are the first to be consulted when such an action as extending an invitation to visit a town is being taken.

The whole move seems very peculiar.

Of course, the Montreal wholesalers are flattered that the N. W. D. A. is going to return here so soon after the '92 visit. It shows that the members must have been satisfied on the former occasion, but, at the same time, they feel that they should have been consulted before an invitation was sent or accepted. However, now that the association has decided on coming, the wholesalers will do their best to make their visit an enjoyable one.

#### "THE GERMAN BILL."

It will be remembered by our readers that a bill was introduced last session of the Ontario Legislature by Mr. German. Its purpose was stated in the preamble as follows:

Whereas it is necessary and expedient to protect the public against the fraudulent or improper advertisement of drugs medicines or cures, and against the sale of such of the same as contain hurtful ingredients, and to license the advertisement or sale of patent or proprietary medicines, and for that purpose to appoint an inspector of the same, and to provide for the payment of a license tax in respect of such licenses.

Under the heading "Foreshadowed Legislation" we discussed the salient points of the bill in our May issue of this year.

We don't think the bill in its present form has a ghost of a chance to pass. However, the proprietors are on the alert, and at their recent annual meeting gave the matter considerable attention. They are now asking the co-operation of druggists in opposing it.

This should be accorded generously by the trade, as the passing of any such bill would simply mean the closing of every drug store in the Province of Ontario.

We are especially pleased at the action of the proprietors in addressing the druggists on the subject; it is a recognition of the fact that the interests of the two branches of the trade are identical, and can best be conserved by united action. Their circular is in the hands of every druggist and it is not necessary to reproduce it here.

#### CANADIANS IN IMPERIAL POLITICS.

The next Imperial Parliament which meets at London will have three at least and possibly four Canadians among the members.

The Hon. Edward Blake, who has represented S. Longford, Ireland, still retains his seat.

Gilbert Parker, the distinguished author, has been elected for one of the London constituencies. It might be interesting to know that Mr. Parker started life in a Canadian drug store, serving for some time as clerk for Dr. Boulton, Sterling, Ont.

G. M. Brown has won a seat in Edinburgh. Mr. Brown is a son of the late Hon. Geo. Brown, the founder of the *Globe*, Toronto. He was pitted in the contest against Conan Doyle, the novelist.

T. Hamer Greenwood, who has been nominated for Grimsby, is a Whitby boy, and has won his present position in England by pluck and hard work. He is still young, being about 30 years of age.

#### NOTES ON N. A. R. D. CONVENTION.

The Canadian delegates who have returned from the Detroit Convention are most enthusiastic over the results of the past year's work and the prospects for the future. The manufacturers and jobbers are helping the retailers as they never did before, and if the combination of the three branches will hold together there can be no doubt of the success of the movement. Already all the large concerns have signed the agreement not to sell to cutters and a very short time will see the plan in operation. What we want now is for Canadian pharmacists to form a similar organization as we advised over four years ago. Let us have a business association in each province, and an annual convention of delegates from each to discuss matters of financial or commercial interests. The Canadian organization could be affiliated with the American and the two work together to crush out cutting and secure for the pharmacist proper remuneration. With two such organizations representing the drug trade of the continent, pharmacists could demand and would receive almost anything in the way of protection against cutters. The sooner work is started on these lines the better. We admit that cutting is not as bad in Canada as it is in the States, but the evil is growing, and can be more easily stopped now than it can be ten years hence. The Quebec society is a success, that of Ontario can easily be resuscitated; there remain the other provinces to be stirred up and wheeled ino line with the rest of the continent. Who will undertake the work of organizing the province?

Some time ago in discussing the action of the proprietors and jobbers of the U. S. in adopting the

N. A. R. D. plan, a friend asked why they did so; he could not see what difference it made to the makers who handled their goods as long as the public wanted them and was willing to pay for them. We did not imagine that pure and unadulterated philanthropy and love of the drug trade dictated the action of the proprietors, although once upon a time "in the days o' me youth," as Mulvaney used to say, we used to think that there were some disinterested people on the earth who did things because they thought they were right, but we have changed our opinions, and we believe, till we find the contrary, that "lucre filthy lucre," is the mainspring of all our actions. In the case under discussion the same is the cause of the action of the proprietors, and if the latter had known as much ten years ago as they do now cutting would not have grown as it has. At first the cutter sold Jones' Sarsaparilla, but in a short time he commenced to push his own, and not having any principles to speak of, any means suitable to push the sale of his own goods were adopted. The result was that the sales of Jones' Sarsaparilla decreased as the cutter's increased till Jones had to find some way to kill off the cutters, and the only way now possible is to accede to the demands of the organized legitimate drug trade and restrict the sale of all goods to those who are willing to sell at regular prices. Full prices are as much to the interest of the manufacturer and the proprietor as to the retailer, because the success of the cutter means the ruin of all three branches, and that explains why the proprietors and the Wholesale Druggists' Association are now so eager to join with the N. A. R. D. to put an end to cutting.

#### Mailing a Magazine,

Eighteen men, aided by the fastest mailing appliances, are kept on a rush every month getting The Ladies' Home Journal off to its subscribers. The first shipments are started about the middle of each month, and from that time until the twenty-fifth the magazines pour out of the Journal's publishing office by the two-horse dray load. On the twenty-fifth of each month every Journal has reached its destination, and work in the mailing department slackens for a few days. Some idea of the tremendous size of the Journal's subscription list may be gained when it is known that forty tons of mailing type are required to set up the names of subscribers. There are three-quarters of a ton of each numeral, and it requires twenty thousand galleys to accommodate the subscribers' names in type. This stock would equip six or eight large daily newspapers. As many as sixty five compositors are employed setting the names of the Journal's subscribers in type—printers enough to set the type for the biggest metropolitan daily newspaper. The expenses for postage paid by the Journal approximate \$75,000 a year.

## Editorial Notes

THE N. Y. COLLEGE OF PHARMACY is the latest to take up the business training idea. Prof. Dickman is working up a boom for it, and hopes to get his plan adopted for the next session.

ONE OF THE SCHEMES adopted by the manufacturers at the instance of the N. A. R. D. to prevent cutting, is a clause in all advertising contracts with newspapers that if any advertisement is printed in such papers offering a patent medicine at less than the regular price the contract thereby becomes null and void. This clause, if lived up to, will be an important factor in helping to a solution of the cut rate question.

HERETOFORE carthagenia ipecacuanha has not been admitted into the U. S., although at some ports of entry the regulation was not enforced if the drug contained 1.80 per cent. of alkaloids, but at New York the drug has always been rejected. By a new ruling of the Treasury Department, ipecacuanha will be admitted, whether Rio or Carthagenia provided it contain the regulation minimum of alkaloids named, 1.80 per cent.

PHILADELPHIA DRUGGISTS do not like the projected establishment of a cut rate drug department in one of the big stores of their city, and are taking steps to convince the projectors of the scheme that they are all wrong in the ideas regarding the money to be made in drugs. If peaceful means do not work, the N. A. R. D. will probably take a hand in the operation of conversion. The wholesale trade is believed to be with the legitimate retail trade, and have refused orders from Lit Brothers, the proprietors of the department store.

THE PUTTING OF THE N. A. R. D. plan into operation will evidently bring considerable grist to the mill of American lawyers. In Wheeling, W. Va., a cutter has taken action against a number of pharmacists asking for \$50,000 damages. He claims that the local association has organized a boycott against him and that he has suffered damages to the extent mentioned. Out in Los Angeles, a similar action has been instituted by a cutting firm. If the cutters are thus forced to call upon the law for help in carrying on their selfish business methods, it is evident that the means taken by legitimate pharmacists are successful, otherwise the cutters would not be kicking as they are. We hope they will all have to kick before the war is over.

A FRENCH PHARMACIST in *Union Pharm.* recommends a new safe and convenient way of liquifying carbolic acid. He adds 100 gms. of water to a kilo bottle of the acid, closes it tightly and then turns the bottle upside down and leaves it there till the acid is all dissolved.

We wonder where some continental pharmacists keep themselves. Every once in a while one of them pops out of his shell to tell the world of some new discovery that every one else knew about years ago. As for this one, we hate to think of the many years and lost opportunities that have gone by us since we first heard of this new method of liquifying crystallized carbolic acid.

STRAMONIUM VS. BELLADONNA is the title of an article by F. G. Gordon, Pharmacist U. S. N., in a recent issue of the *Pharm. Era*, in which the writer offers a plea for the use of stramonium as a source of atropine and hyoscyamine. Thornapple is a common weed in many parts of the States, and is a source of great trouble to farmers. By collecting it they would add to their incomes, and help to decrease the nuisance. Mr. Gordon figures out that comparing the cost of manufacturing atropine from the two drugs, there is a difference in favor of the use of stramonium of \$1.45 to \$1.70 per ounce. The therapeutical effects of the two drugs are very similar, and if a new drug, scopola, is to be added to the U. S. P., it would be better to give stramonium, a native herb, a thorough trial and investigation before adopting another foreign plant.

Mr. Gordon's ideas on the question are all right, and we hope he will work them out more fully.

#### **New Home for J. B. Lippincott Company.**

An important transaction has just been concluded by which a number of old-fashioned dwelling houses on East Wellington Square have passed from the ownership of the heirs of the famous lawyer, Horace Binney, and will soon be torn down to make way for a fine building to be occupied by J. B. Lippincott Company, whose old home on Filbert Street, above Seventh, was burned down some months ago. Possession is to be given by Sept. 14, and it is expected that the demolition of the old structures will begin soon after. The site is considered a very eligible one for the Lippincott Company, as it has light on three sides, is very central, and they will be enabled to promptly issue and increase their excellent line of medical publications by standard authorities. By the way, their new catalogue, just issued, is handsomely illustrated with excellent portraits of many of America's leading medical writers. Many historic recollections cluster about the properties just sold. They stand on the ground once occupied by the old Walnut Street Prison, built before the Revolution, and in which during the struggle the English confined American prisoners during the former's occupation of Philadelphia.

## **Original Papers.**

### **ECONOMICS IN PHARMACY.**

BY A WORKING PHARMACIST.

The average druggist while paying great attention to prices on certain lines, fails to notice important savings in other departments. Let us cite a few of these latter and consider the chief points in connection.

Since the advance in price on alcohol many druggists believe it to their advantage to buy tinctures and those preparations containing large percentages of spirit, giving as an argument that the interest on the money invested more than compensates. The great difficulty is that few take the trouble to accurately estimate the cost. The writer is of the opinion that everything which comes into the store should have its cost carefully calculated; if freight is to be added, proportioned and added to each item and then prices entered in a book alphabetically arranged, giving after the name the quantity, initials of the firm from whom obtained, date and price. In a similar way the cost of the preparations manufactured should be calculated. A very convenient way is to write these estimates on strips of paper and paste in some old book for future reference. Objection is made on the ground that this requires too much time, but the usual drug clerk has not an over amount to do in the evenings, and if some such work were provided it would not only tend to form in him habits of good sound business, but also in some cases prevent a congregation of smokers in the back shop, sometimes very much to the dislike of lady shoppers.

Maceration is the general method employed in making the majority of tinctures, but percolation is a cheaper and better way to extract the medicinal principles.

In the former method when the marc is pressed, it still contains some of the menstruum which is just as strong in medicinal value as the liquid. The tincture requires more menstruum which means more alcohol, to make to the required volume, and the marc is thrown away, being practically money thrown away.

If made by percolation when the drug is exhausted, a little water may be put in the percolator to wash through any menstruum which may remain, and in this way little or no loss of alcohol is occasioned.

Again, fluid extracts such as Cascara Sagrada, Licorice, Gentian, etc., and the fluid extracts of the pharmacopœia used in making other official preparations as Belladonna and Ipecac, can be made to advantage. In these, as above, the last portions of the menstruum may be washed through with water.

A still is necessary in the manufacture of this line of goods, and even after the drug has been washed with water some alcohol will remain. The marc from these and tinctures if thrown into the still with water and distilled, the distillate will be found to be very weak, but if reserved till a sufficient quantity is on hand and carefully redistilled with a little potass. permanganate, a spirit considerable above proof will be obtained. It will have a marked odor, but can be used for such articles as Tr. Valerian, or other strong smelling tinctures.

From experience the writer would strongly advise the use of a still where manufacturing to any extent is carried on, as in the above way alone it will pay for itself in a very short time. Also the manufacture of tinctures and fluid extracts will give a profit of at least 25% as compared with buying the same articles.

### SWEET SPIRITS OF NITRE.

BY J. W. WILLIAMS.

This important item in the list of remedies used in medical and veterinary practice is not too well understood, and to make clear to users of it the necessity of handling only the best, this article is written.

There is a tendency in the practice of medicine in all its branches to adopt methods, that may perhaps be justifiable at a bargain counter but are not only undignified in a professional man, but from the standpoint of the patient, be he a man or a cow, are unfair, sometimes dishonest and always unscientific. The effort used in chasing after the *cheapest* had better far be applied to discover the *best*, and the reader is asked to peruse the following and form for himself an opinion as to whether the adage "the best is the cheapest" is not exemplified in the substance herein described.

Sweet Spirits of Nitre has been recognized by British Pharmacopœias for 150 years and in composition has varied but little. The quantity used and the reliance placed on its efficacy calls for a clear understanding of what standard of excellence should be required of it. For all the purposes of this paper it may be said that it is a solution of Ethyl Nitrite or Nitrous Ether in Alcohol, while it is also true that it contains variable amounts of other substances, some possibly of medicinal value but mainly impurities, decomposition products or adulterants. It is now generally recognized by the pharmacopœias of the world that Spirit of Nitrous Ether depends for its medicinal qualities on the Nitrous Ether which it contains, and they therefore set as a standard the ratio of this substance to its total volume. In referring to the element of cheapness we come to the

item which causes Sweet Spirits of Nitre to be dearer than linseed oil, turpentine or water; alcohol being almost the whole of this compound, its price is necessarily governed by that of spirit and here is where the abuse comes; attempts are made to replace some of the alcohol with a less expensive solvent and this in the face of the orders given in all pharmacopœias to use alcohol only. The question is to the point,—can we water our spirits of nitre and be honest to our patients, leaving out being honest to principle, science or our profession?

The writer had occasion to assay a sample of sweet spirits of nitre, sold admittedly as a second quality; in the discussion which ensued between dealers, wholesalers and commercial travelers, the assertion was made repeatedly that "the dealers must have it cheap and they don't care what it contains," and "well, the *Nitrous Ether* is in and leaving out some alcohol only makes it cheaper;" the writer contended that were the nitrous ether there to the extent shown in the assay, in the above sample of No. 2, still both arguments were wrong and a pharmacopœial spirit was cheapest in the end. Following is the assay of the sample of No. 2 compared with B. P. requirements:

Sp. Grav.	Vol. of gas yield.
Sample No. 2 .9142.	Half volume.
B. P. spirit .838 to .842.	7 volumes to 5 volumes.

The above sp. grav. indicates a mixture of spirits of nitre with water and the absence of nitric oxide gas points to a lack of stability, to which we will refer again. Speaking for the moment of comparative value in dollars and cents, it will be seen that a B. P. article would be worth ten times as much as this sample of No. 2, therefore if the dilution with water (equal parts) indicated above brought the price down a corresponding proportion, even then the buyer paid five times too much for what medicinal effect he obtained; of course the argument recurs at this moment "they don't care so it is cheap," but the writer has more confidence in his professional brethren than to think they are so lacking in common sense and ability.

To turn to the question as to the need of using alcohol to preserve nitrous ether, the following quotation from "Allen's Commercial Organic Analysis 1898" Vol. 1 will be of value:—"The tendency of nitrous ether and kindred preparations to undergo gradual deterioration with destruction of nitrous ether is a point of great practical importance. The exact conditions which facilitate or retard the change are not thoroughly understood. but it is established beyond doubt that the presence of excess of water greatly favors the destruction of nitrous ether. Hence adulteration of sweet spirits of nitre with water, a practice which is very common, not only dilutes the preparation, but greatly enhances the

tendency of the nitrous ether to undergo decomposition. The author proved by direct experiment that a sample of spirit of nitrous ether kept perfectly well for very many months when undiluted, but the same sample when mixed with one third of its measure of water contained no nitrous ether whatever after an interval of four months. In these experiments the samples were kept in well closed bottles, but of course imperfect closing of the bottle, or exposure to light, or to excessive temperature will be certain to cause loss of so volatile a substance as is the nitrite of ethyl. On the other hand a solution of pure nitrous ether in absolute alcohol was found by the author to contain a considerable proportion of ethyl nitrate, and mere traces of free acid, after being kept for fully several years." Mr. Allen adds in foot notes opinions by Prof. Matthew Hay, Murrell, Leech and Attfield, all to the effect that they consider ethyl nitrite to be the medicinal principle. A note by Mr. Allen states that he recently examined a sample having a density of .940 which was very naturally devoid of nitrous ether. Mr. Allen goes on to say "the addition of water to sweet spirits of nitre is a highly reprehensible practice. for it not only reduces the immediate strength and medicinal value of the preparation but also renders it far more liable to change owing to the *tendency of ethyl nitrate to undergo decomposition in presence of water.*" From Bulletin No. 23 Laboratory of the Inland Revenue Department is quoted Mr. Frank T. Harrison's remarks, "Two samples were adulterated with water. This is a very objectionable addition, not only does it dilute the spirit but it renders it very liable to deteriorate, and in a short time it will become quite worthless. A sample of full strength which I diluted with water until it had a sp. grav. of about .900 was entirely devoid of ethyl nitrite in six months, while samples which I prepared according to the B. P. process and kept in glass stoppered bottles entirely filled were of full strength after keeping one year."

In confirmation of the stability and keeping qualities of properly made B. P. spirit of nitre, subjoined is the analysis of a sample of spirit of nitre, B. P., made by the writer in 1890, being ten years old at the time of this analysis:

Specific Gravity	.841
Gas volume	2 volumes.

The subject here presented is respectfully submitted to the consideration of the reader, who will draw his own conclusions.

#### Trask's Magnetic Ointment.

Seventy years this preparation has been on the market. It sells to-day better than it ever did, because it is better advertised. Francis U. Kahle is sampling the entire Dominion this fall, and it is expected that a larger sale than ever will be had. Ransom's Hive Syrup and Tolu will also be advertised.

#### O. C. P. NOTES.

The first regular class meeting of the students was held on the evening of Sept. 12th. The time was taken up in organization. The election of officers coming first resulted as follows:

Hon. President, Professor Heebner.

Hon. Vice-President, Miss Vail.

President, Mr. C. Cameron.

Vice President, Mr. Foot.

Secretary, Mr. Oliver.

Treasurer, Mr. Hunter.

Committee of management, Messrs. McKay, Yuill, McKewan, Whitehead and Robinson.

The organization of the football team was the next order of business. The following officers were elected.

President, Professor Heebner.

Vice president, Miss Vail.

Secretary, Mr. Poyntz.

Treasurer, Mr. Hunter.

Managing committee, Messrs. Adams, Fisher, Yarnold, Vining, McCurdy, Cain.

The first game of the season was played on Saturday, Sept. 22nd, with the Normal school team and resulted in a draw, the score being 2 each. The field consisted of:—Goal, Poyntz; backs, Yuill and Yarnold; halfbacks, Gamble, Rogers, Cavanagh; forwards, Nutson, Butland, Chapman, Sutherland and McFadden.

The second match was played on Varsity campus Sept. 28th, with Trinity meds., and resulted in a victory for pharmacy of 2—0 over the leaders of last year's league. The field was:

Goal, Poyntz; backs, Foote, Adams (Captain); halfbacks, Cavanagh, Rogers, Curley; forwards, Nutson, McFadden, Smith, Butland. McKibbon.

On Oct. 4th and 5th two other matches were played, the first with Normal School—result 2—1 in favor of Pharmacy, and the second with Osgoode Hall—result a draw.

The boys paraded on the 26th and assisted Trinity meds to celebrate on the event of the return of one of their students from the South African war.

#### Advertising.

We are reliably informed that Hutch and Celery King will be advertised extensively this fall and winter. The new firm of the *Woodward Chemical Co.*, formed under an authorized capital of \$500,000, mean to push the sales of these articles. It has always been the purpose of Mr. Kahle, the secretary and treasurer, to protect the retailer against departmental stores and cutters. With the beautiful advertising matter that is being put out on these articles a large sale will result.

**Assessment Commission.**

The commission appointed by the Ontario Government to investigate the general question of taxation in the Province met at the Parliament buildings on Saturday morning, Mr. Justice Maclellan in the chair, to arrange for the hearing of evidence. The following schedule of subjects was drawn up:—

The subjects to be investigated by the commission will be taken up as follows:

Tuesday, Oct. 30—Assessment of lands and the improvement thereon.

Thursday, Nov. 1—Most equitable method of assessing stock in trade and other property of merchants and of mercantile corporations.

Monday, Nov. 5—Most equitable mode of assessing companies operating public and municipal franchises.

Thursday, Nov. 8—Exemptions from taxation.

Friday, Nov. 9—Assessment of personal property, including income.

Monday, Nov. 12—The powers and duties of municipal officers in making assessments, and in the collection of taxes, including the sale of goods or lands for arrears.

After considering these subjects the commission will take up the subject of local improvements and any other subjects which may be brought before them.

Some discussion took place on the advisability of calling Prof. Mavor to give evidence, but no decision was reached. A proposal to send a deputation to the United States was not received with favor.

**THE N. A. R. D. CONVENTION.**

The annual meeting of the N. A. R. D. was held in Detroit Sept. 12 to 14, and was attended by delegates from all over the States and by four Canadians, Messrs. Hargreaves and Roberts representing the Ontario College of Pharmacy, and Messrs. Lachance and Willis the Quebec Society of Retail Druggists. Reports from various parts of the country showed that the association was working successfully to put an end to cutting. In many parts full prices have been restored, while in others prices have been increased and business is in better condition than it has been for years.

The address of the president, S. N. Jones, reviewed the work of the year and contained some valuable suggestions which deserve careful consideration, not only by the pharmacists of the U. S., but of Canada. From those relating to organization we abstract the following:

"In my experience the greatest difficulty we have had to overcome is that of convincing our friends

that the evils that have come upon the profession in other sections are just as apt to be visited upon them, and that if they would form local organizations they would be ready in advance, and more likely to escape the misfortunes that have befallen others. "United we stand, divided we fall" is just as applicable to the retail drug trade as to the State. Our strength lies in local organizations, and to this point every effort that we can command should be directed.

We have abundant evidence of the value of this work in several localities where prices and the general conduct of the business is absolutely in the hands of the retail druggists, and the distribution of all medicinal products is controlled by the local organization. Naturally it might not be possible to obtain the same good results in the larger cities, but these smaller organizations, acting in concert, could enforce certain trade regulations that all concerned would be compelled to observe. Because full prices are obtained in their particular localities many of our friends do not realize that there is great responsibility resting upon them to contribute their help in advancing our cause.

Our fortunate friends here mentioned are to be congratulated upon the happy condition of affairs in their own localities, but there is no sufficient reason why any retail druggist should withhold his moral or financial help toward building up the National Association. No one connected with the N. A. R. D. has ever worked in the cause from selfish motives.

\* \* \* \* \*

There is no association that it is possible to bring together that could not wield some influence, and with many of these distributed throughout each of the States, or consolidated into one larger organization, we would be placed in a strong position for either aggressive or defensive work, and could exert an influence that would prove of great benefit to all."

The committee to which the president's address was referred afterwards reported as follows:

**REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS.**

Your committee to which was referred the president's address beg leave to report as follows:

1. We approve the president's recommendation "that this Association should acknowledge the lasting debt we owe" to the pharmaceutical press for its "valuable assistance to the officers of the Association."

2. We recommend that this Association approve the employment of the chairman of our Executive Committee as an assistant to the chairman of the Proprietary Committee of the N. W. D. A.

3. We approve the recommendation of the President that this Association reaffirm its pledges made to the N. W. D. A. and the P. A. of A., and to that end recommend the adoption of the following

resolution of our Executive Committee :

"Retailers, in exchange for this concession on the part of manufacturers to limit the distribution of goods, and on the part of jobbers to refuse all orders from aggressive cutters and brokers, are not to substitute when standard proprietary articles are called for, but in each case will give the customer what is called for without argument."

4. We recommend that the N. A. R. D. place itself upon record as being unequivocally opposed to practices in handling proprietary medicines and to urging of private goods for advertised proprietaries for which a specific call has been made.

5. We approve the statements of the president upon the subject of organization, and recommend that every delegate leaving Detroit should consider himself a committee of one on organization, with full power to act in his own locality, whether such district be suffering from cut rates or not.

6. We approve the president's recommendation that special local organizers be employed ; and that the executive committee be authorized to appropriate sufficient money to carry on the work of local organization.

7. We approve the president's suggestion that in some cases local organization may be made to yield an income to this association, and we recommend that this matter be referred to the executive committee for its careful attention.

8. We approve the president's recommendation that donations be received from all who will help, or ought to help us in our work, and suggest that this question is covered by the following statement, adopted at Cincinnati and appearing on page 28 of the Cincinnati proceedings :

"That this committee recommends that the executive committee be authorized to receive any donation from any person, firm or corporation that is actually in sympathy, with the principles and objects of the N. A. R. D."

9. We heartily approve the appreciative words of the president, commending the work of our secretary, Thomas V. Wooten.

10. We approve the recommendations of the president that the thanks of this association be tendered to Secretary Wooten, Chairman Holliday and the Executive Committee, the Committee of National Legislation, Thomas Stoddard, chairman, and the Committee on Trade-Marks and Patents, Mr. John C. Gallagher, chairman.

11. In conclusion, your committee on its own initiative, recommends that a rising vote of thanks be given President Jones for his faithful and capable administration of this association during the year.

THOS. VOGELLI.  
WM. BODEMANN.  
WILLIS G. GREGORY.  
JESSE L. NELSON.  
JAMES W. SEELEY.

The treasurer's report showed balance on hand of \$1,128.40, an increase of nearly \$600 over that of last year.

Sixty-four of the leading manufacturing firms of the United States and Canada have adopted the plan proposed jointly by the N. A. R. D., N. W. D. A., and the P. A. of A.

While this list does not represent all manufacturers of proprietary goods, it does include a sufficient number to answer our purposes in the practical inauguration of the plan.

The plan was first presented for acceptance to the five firms of The J. C. Ayer Company, C. I. Hood & Co., Lydia E. Pinkham Medicine Co., F. E. & J. A. Greene and Wells & Richardson Co., and by them approved.

When it came time to issue a new price list to the jobbing trade embracing the features of the plan, however, the last named house saw fit to withhold its support, and has refused to discuss the question.

In the discussion on this report some of the speakers used strong language with regard to the Wells & Richardson Co's treatment of the officers of the society and the manner in which they had gone back on their signed promise to adopt the plan. Since the meeting, however, this concern has signified its willingness to go in with the other firms.

The election of officers resulted as follows: W. E. Anderson, Brooklyn, president; J. W. Seely, Detroit, 1st vice pres.; Jesse L. Nelson, Jackson, Tenn., 2nd vice pres.; Frank E. Way, Manchester, N. H., 3rd vice pres.; T. V. Wooten, Chicago, secretary; Chas. T. Heller, St. Paul, treasurer; F. E. Halliday, Dr. E. Prall, S. N. Jones, A. Deland, A. Timberlake, J. C. Perry, executive committee.

#### Constitutionality Of Pure Food Laws.

The Supreme Court of Ohio holds, in *State vs. Capital City Dairy Company* (Jour. Amer. Med. Ass'n), that it is within the scope of the police power of the State to regulate the manufacture and sale of articles of food, even though the right to manufacture and sell such articles is a natural right guaranteed by the Constitution. Especially does it here hold that the police power of the State is properly exercised in the prevention of deception in the sale of dairy products, holding valid a number of Ohio statutes passed for that purpose, and to preserve the public health, as it is stated. And, in this connection, it particularly affirms that where the article sought to be regulated may easily be manufactured so as to be harmful, and thus result in fraud upon and injury to the public. The police power is properly exercised in the regulation of the manufacture and sale of such article by such requirements as will tend to insure the public against fraud and injury.

Nor does it consider that there is any question whatever in regard to the power of the State to compel a sample for analysis of any article of food. Besides all of which, it is of practical interest, in this day of corporations, to note that it is here further held that the mere fact that the criminal laws of the State provide for the punishment, by fine, of those who offend against these pure-food laws is not a bar to a proceeding to oust a corporation engaged in violating them from the exercise of its right to be a corporation.—*Pharm. Era.*

### Guelph's Drug Stores.

With the exception possibly of Vancouver, B. C., no Canadian city can boast of as elegant pharmacies as the "Royal City." In both fronts and interiors a number of them are models of artistic taste, and reflect credit on their progressive proprietors.

Maddock's is the latest to be brought up to date in appearance and convenience. The *Mercury* has this to say of it:

"For the past month or more the premises have been undergoing a remodelling in keeping with increasing trade and want of more room, and now, when finished, present one of the most complete and up to-date establishments in the district. An entirely new front has been added, comprising heavy plate glass windows, and in the interior by handsome plate mirrors. The door is also quite attractive and is bevelled leaded in design. The interior of the premises is beautifully set off by handsome silent salesman counters with heavy plate tops, bright oak fittings, and wall cases with large mirrors centred in each side, making it cheery and unique in character. The partition dividing the front from the dispensary has been removed back a number of feet, giving considerably more room and also allowing a more elaborate display of the stock of case goods carried by Mr. Maddock. The dispensary has also been refitted and now possesses facilities unsurpassed by any other establishment in the city. From the front to the rear of the store the ceiling has been decorated by a nicely tinted paper, and the lighting fixtures are quite ornamental."

### McGregor's Butterscotch.

This confection has now been on the market for two years, and its wonderful popularity is an evidence of the quality of the goods. A 50% yearly increase in trade shows that the trade appreciates a good thing. Every druggist who has handled it will do so again this season, and those who have not before stocked it should do so at once. Not only are the goods right but the package is neat and attractive, making it a rapid seller. See advertisement on page 107 of this issue.

## Correspondence.

Sept. 29th, 1900.

EDITOR OF C. P. J.

DEAR SIR,—The junior term of the O. C. P. has now opened and a larger number than ever have entered its walls strong in the hope of issuing as full fledged pharmacists, and some of them just as certain to issue like some of the graduates left on the counters at home, viz., broke. Although little more than a month has passed, a number of eye teeth have been cut and a feeling is prevalent that "for ways that are dark and tricks that are vain" the palm does not need to be given to Bret Harte's *Heathen Chinee*. But before plunging into the middle of the subject let us consider some of its surroundings.

On the opening day, the Dean in his address (vide 1900) drew attention to the reading room and the comforts therein provided for the students. He dwelt on the magazines that would be placed on the table by the college, viz., drug journals, etc., that would appeal to the interests of the pupils. Without pausing to draw the reader's attention to the fact that one table and 10 to 12 chairs was the accommodation, outside of the window sills, provided in the reading room for upwards of 120 students, let me as a graduate of 1900 protest against the reading, journals, etc., provided. Never once during either junior or senior term 1899—1900 was there a Canadian Drug Journal placed in the reading room. I wish to emphasize the word, *Canadian*. The only journal present regularly was *The Western Druggist*, and none of them was less than three months old before they made their debut into pharmacy boys' society. An occasional advertising pamphlet of some American drug firm would occasionally wander in.

But if the reading room was little less than a farce, the library was worse. I have the Dean's word that there was a library and will accept it, but so far as ever seeing it or any book that ever came from it, I am as innocent of it as the Dean is of smoking in the corridors. On the right hand side of the corridor leading from the cap room to the "reading room" is a door marked "library." Three

or four of the boys of "aughty aught" had the temerity to pull themselves up by aid of the gas pipes to the transom and were of the opinion that there might be books on the inside, but owing to the dust on the fanlight it was worse than a Chinese laundry bill to make out. Personally I believe it was never opened during the entire two terms so far as the students were concerned, unless it was another "graft" for the assistants, and this brings me to another subject.



About the second or third day of the term the Dean formally announced that he wished applications for the positions of assistants. The applicants are to write their names and desk number on a slip of paper and fold them up. These slips are then collected. The Dean then states that these slips will be shaken up and that one of the attendants blindfolded will pick the required number. A large number, we are safe in saying three fourths of the class, apply for the half dozen positions, principally for the following reasons. First, if they don't apply, they fear they will be regarded by the Dean as lazy; secondly, the claim is made that no assistant ever fails on the junior exams; and thirdly, that the dispensing medal in the senior term had always been won by an assistant of the Dean's. I am not prepared to say how much ground there may be for the above reasons, but I do say that they exist as reasons. With regard to the choice of assistants, personally I do not believe that it is left to chance, and there are some peculiar features to it. The picking out of the slips never takes place in front of the class, but in the Dean's private room. The choice never takes place until after the elections of the officers of the class. Among the assistants are always some of the officers, usually president or secretary with others. Finally in this connection I may say that two boys started the present term with the intention of being assistants. One called on the Dean in his office at the college. The other called one evening at his residence. They are both assistants now. Strange how the blindfold attendant should pick them out.

I believe that some of the students are better adapted as assistants than others, but why not choose them openly? Why result to subterfuge? Is it tended to raise the moral attitude of the students when they suspect little deceptions on the part of their instructors? I think not.

In another letter I wish to speak on "quiz classes." Thanking you for your valuable space, and hoping I have not transgressed too far, I remain

Sincerely yours,

Hamilton.

"1900."

#### Too Much Stock.

Steele & Honeysett completed their annual stock taking on September 29th, and they find "short lines" of many brands of cigars and pipes. These they have simply "slashed" in price, and offer a snap for customers taking advantage of such opportunities. The firm is needing more room badly, and want to clear the lot out during October and November to make room for new goods coming in. They are adding to their stock of tobaccos and smokers' supplies, small wares, drug sundries and purses. Write for a list of goods which have been reduced in price, and you will find something needed to complete your stock.

#### STAPLES.

**SPONGES.** The representative of a large London sponge house in writing to Canadian consignees depicts anything but an agreeable outlook from the buyer's standpoint. The seller controls the situation completely, and already values have been advanced 20% for Mediterranean goods. The keen competition among buyers has exhausted all old stock, and fishers are demanding long prices.

Conditions in American waters are but little better than in European. The fisheries have not yet recovered from the severe blows experienced by them since the outbreak of the Spanish-American war.

**COD LIVER OIL.** Reports regarding this product are conflicting, but those who predict higher prices appear to have "the facts in their favor." Not in many years has the Lofoten fisheries shown so poor financial results as in 1900, large numbers of fishermen not even making money enough to pay their fare home. As a corrective, however, to this condition, the other fisheries have produced somewhat over the average. Munn's Newfoundland, which receives scant notice in this country, is received with considerable favor in Great Britain, and has its influence on the market.

**GLYCERINE.** This staple gives every indication of maintaining its present firm position, if not advancing in price. No specific reason exists for the higher figures, but a general increase in its use in the arts and medicinally, together with the large amount consumed by manufacturers of high explosives, to fill the demand created by the world's activity in railroad, canal building and quartz mining.

**CARBOLIC ACID.** Contrary to expectations, there was no decline in price of phenyls when the British government removed the shipping embargo laid on them at the outbreak of the Boer war. Carbolic acid has gone up 2 or 3 points rather than receded. Neither are there prospects of a reaction.

**OPIUM.** Uncertainty prevails here. A large crop of poor quality is the situation which produces this condition. The latest reports are that there is little fit for the production of morphia, and higher prices may be looked for.

**QUININE.** "Quiet but firm" about covers the situation here. Little variation of price has occurred during the month, nor are there any disturbing elements in view. At the Java June auctions prices were maintained.

**CAMPHOR.** "Every move is upward" tells the tale here. The Jap has learned his lesson well, and knows a good thing when he sees it. The monopoly controls, and there is no immediate relief in view.

**BISMUTH.** Stationary since the sharp advance of three months ago.

**QUICKSILVER.** Lower, but the price of mercurials is not affected.

**FORMALDEHYDE.** A large demand for this article has been created by its use as an insecticide in the destruction of weevil in wheat and other grubs.

**GINGER.** Jamaica ginger is very cheap just now.

**ERGOT** is firm, 5 to 10 cents lower.

**CANADA BALSAM.** Very scarce, and higher prices may be looked for.

**TURPENTINE** experienced a sharp decline during the month.

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### Glyzine.

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#### THE IDEAL VEHICLE.

Practical pharmacists alive to the requirements of up-to-date pharmacy will accord a hearty welcome to the vehicle which will prove equal to the occasion when a perfect diagnosis is needed. Some of the most useful drugs have had to be almost abandoned because of their nauseating characteristics. Disguise after disguise has been tried only to be abandoned as flat failures, until physician and pharmacist were in despair.

Quinine, cascara, chloride of ammonia and drugs of that class have, however, at last met their master in GLYZINE, the ideal vehicle, and by its use they are robbed of their terror. As examples of what it will accomplish we quote the following:

"Glyzine will absolutely disguise quinine, one grain to the drachm, and will make a palatable mixture of even five grains to the drachm. Ten grains to the drachm of potassium bromide will be quite disguised when a vehicle of Glyzine is used. The same can be said of chloral hydrate. Equal parts of cascara and Glyzine make a most palatable mixture. Twenty grains to the drachm of salicylate of soda; two ounces of magnes. sulph. with two ounces of Glyzine in an eight ounce mixture, or Glyzine mixed with fluid extract of senna, all make a mixture which will be found even acceptable to the most delicate stomach. We have tried the above mixtures and found that what the manufacturers claim is no more than what is the case."

Physicians have recognized the merits of the article and prescribe it freely wherever introduced. Special detail work is now being carried on by the company, and every physician will be interested. Pharmacists will be wise to stock Glyzine for prescription work as well as for use in the manufacture of staple proprietaries.

## Selected Papers.

### IN BUSINESS FOR HIMSELF.

SOUND, STERLING ADVICE TO THE YOUNG DRUGGIST ABOUT TO DEVELOP INTO A PROPRIETOR.

(By J. T. Pepper.)

This is the great event that has been looked forward to for many long and tedious years. Many times, as apprentice or clerk, has he fondly looked after the retreating form of his employer as the latter has left the store to participate in some gay pleasure or holiday, and has thought to himself: "After a while, when I have a store of my own, I can have just as free and easy a time as he has; I can go and come when I like and do as I please." When he is in business for himself for a short time and begins to feel the responsibility of it, he will find out that being the proprietor is not so easy as in the days of his apprenticeship he fondly imagined it would be. If business is dull and sufficient cash does not come in to pay the running expenses and the drug invoices that are coming due, he will then begin to realize that being your own "boss" has a shady as well as a sunny side.

#### BUSINESS REQUIREMENTS.

When a young man goes into the retail drug business for himself there are certain things or qualities that he should possess in order to insure his substantial progress and permanent success. Among these requirements may be mentioned character, reputation, honesty, the faculty of looking closely after little details, of which the whole drug business is made up, and a business head that plans well for him before he acts.

One of the first rules that the young druggist should lay down for himself with a cast-iron determination to live up to its very letter, is that of doing a business no larger than his capital will guarantee. The drug business does not require a large capital with which to start. Better begin in a small way and grow. Do not go into debt any more than you can possibly help. You may have to borrow part of the capital with which to commence. Better to borrow a small amount than a large one. You will have less interest to pay. Interest has to be paid, and it accumulates every minute of the day and night, whether you do a good or poor business. Just now you are inexperienced. Perhaps when you have been in the retail drug business for ten years, and the wisdom of your judgment has improved by practical experience, you may see an opportunity in which you can make a profitable investment by borrowing a large sum, but when you are just beginning I would not advise it.

## A CASH BUSINESS IS BEST.

Mr. Charles Broadway Rouss, who is worth \$6,000,000, suggests the following as one of seven maxims essential to a successful business career: "Burn the ledger and learn to say 'No,' this is the best for both buyer and seller."

My own personal convictions are that the only absolutely safe method of conducting a retail drug business is on the cash basis. When you buy for and pay cash, and sell for cash, you can tell just how you stand at any time. If you do a credit business you may do a larger volume of trade, but I doubt very much if you will make any more money. I think it better to have your goods on the shelves than to have a lot of doubtful accounts for these same goods. It takes time and money to collect even good accounts, and then, no matter how careful you may be, there will always be some that you cannot collect.

## DISCOURAGE AND LIMIT CREDIT BUSINESS.

In some places conditions seem to be such that it is practically impossible to do a strictly cash business. If it is so in your location, I would let it be known in quiet and positive ways—for instance, in conversation when credit is asked for—that you are opposed to the credit system of conducting business, that you are just starting into business on a limited capital and have no set of books, and that you do not want to get a set; then you can say that to oblige your customer you will just mark the account down on a slip of paper for a short time, and request him to call as soon as he can possibly make it convenient, and allow you to mark it "paid," because you do not want to send anyone an account. Conducting the retail drug business in this way requires considerable courage, but it must be done in order to avoid wreck and failure. For small charges of this kind it is advisable to have a small alphabetical file in a convenient place near your till or cash register.

## MAKE PROMPT PAYMENTS.

In your dealings with wholesale druggists or any wholesale house from which you may purchase goods, you should keep firmly to the rule of not buying more goods than what you are reasonably certain of being able to pay for when the accounts come due. If you work at it and practice it you will become so correctly calculative in this respect that you will never make the mistake of buying more than you can pay for when the account becomes due. By living up to this rule you will save yourself endless trouble and worry. There is no doubt but what it is a worry to most men to owe an account and not have the wherewithal to pay it. Keep your credit good. Pay all your accounts promptly. Pay in such manner as always to get all the discounts that you possibly can. Too much emphasis cannot be

laid upon this important point. A report among the jobbers and manufacturers that you are a good prompt cash payer for your goods is more valuable than you are aware of. You cannot estimate its value. By all means try to deserve and preserve a good name for yourself.

## CAREFUL BUYING.

Buy goods in small quantities. Do not buy in larger quantities than you can dispose of within a reasonable length of time, say, as a general rule, about three months. It is an easy matter to buy goods. Most drug stores now are not far distant from some of the wholesalers. Be very careful of "patents." The most of them have their day and are only occasionally asked for afterwards. Some expire altogether. Be especially careful about buying any new "patents" before a demand is created for them.

## MANUFACTURE FOR YOURSELF.

Every young druggist should begin to manufacture and put up a line of his own preparations. Among the first preparations could be mentioned a cough cure; and others should follow as rapidly as your time and means will permit. Time and money invested in this department of the retail drug business will yield most profitable returns. Most certainly this is a good part of the drug business to cultivate.

## ADVERTISING.

The question of advertising is an important one with which the young druggist has to deal. His location and surrounding conditions will control his judgment to a great extent as to whether it is advisable for him to advertise in his local paper. If he does, the subject matter of his announcements should be kept fresh by constant change, the same as his stock. Circulars, and especially folders and booklets, are a strong method of advertising.

## WINDOW DISPLAYS.

It is scarcely possible to put too much emphasis upon the advantages and profits accruing to any retail drug business by making attractive window displays. The window decorated attractively is a prominent advertisement quietly and unostentatiously inviting every passer-by to take note of the store of which it is the frontispiece. The window is a good mine in which to dig for gold. Much profit will be added to the business by cultivating your faculties to originate novel and original displays of the various lines of goods carried by druggists. Change the display in your window at least once a week, and only exhibit one line of goods at a time.

## THE VALUE OF COURTESY.

At all times be gentlemanly, polite and obliging. Always use unfailing courtesy to every customer, and

upon all occasions. If at all possible this should be a matter of principle, and if learned in childhood it will prove the result of good breeding. But if it cannot be naturally spontaneous and from the heart, let it be cultivated until it becomes a habit, let it be nourished as good policy. Always be kind and considerate to the children in attending to their little wants, and when they are sent on messages by their parents.

#### A PLACE FOR THE BRAIN.

It is necessary to have a place for the brain of the drug store, a nook or corner fitted up for an office where the planning and head work of your drug business could be done. The office should be convenient to any part of the store, and yet secluded. I believe such a place to be necessary in order to plan and arrange your business affairs without interruption, to attend to your correspondence in a systematic way, and to quietly read your drug journals and keep yourself thoroughly posted in the progressive movement of everything pertaining to pharmaceutical affairs.

#### YOU MUST DO YOUR OWN HEADWORK.

You can have your apprentice sweep out the store and wash the bottles, but you alone must do the headwork of the business. If you do not do the thinking and planning for the proper and successful management of your business it will not be done. This is something that no one else can do for you. Others may advise, but upon you alone rests the responsibility of carrying out to a successful issue the plans that you devised. You should never allow your business or yourself to drift on the sea of business. If you do you will soon discover many rocks and shoals and sand-bars, on which you may easily get wrecked. You will find it time well spent, at regular intervals, to overhaul completely your entire store, and take an inventory of your stock, analyze your few accounts if you have any, and make an estimate of how you are getting on. By doing this you will be able to take your bearings and see where you are on the great sea of commercial life. Never let your business drive you, but at all times let it be your best endeavor to be master of the situation and always in a position to drive it.—*Bull. of Pharm.*

#### The Pharmacist And His Customer.

There are a few points regarding the pharmacist's attitude toward his customers that may be worthy of note. The attitude of the public toward the pharmacist is too well known to need comment. The public is a discriminating beast, and anything or anybody that is not *bona fide* gets bad treatment from it. The eternal *ego* of the pharmacist does not

commend itself to the public. It demands good treatment and pays well for it. A pharmacist who starts out with the idea of getting everything in sight, and giving as little as possible in return for it, meets with the reward that he deserves, and bemoans the suppositious fact that pharmacy is played out. It is a sort of business blindness that is ruinous to his pocketbook. There is the same opportunity for profit in pharmacy to-day as there ever was, but to conduct a drug store on the basis of a system that should long ago have been reverently laid in the grave can be productive of no success. The present necessity is to meet the conditions of to-day. Who could have a better opportunity than the pharmacist for a closer relation to the physician and the public, if, properly equipped and wide-awake, he starts out after them? Let him repel the encroachments of others into his domain to reap his profits. To give the public the best that he can for the money does not imply that he should give the highest priced things, the profit on which has been reaped by others. The pharmacist has been startled and alarmed in comparatively recent years at the remarkable innovations made in pharmacy, that threaten to take his living from him. He is just about awaking from this day-dream to learn that he must think and work for himself in order to succeed. Let him study with determination the sources of profit in his own laboratory. This is an interesting study, like all other studies, after one has mastered the rudiments of it, and it will lift his store above the condition of a mere shop.—From a paper by W. A. Dawson, N. Y. Pharm. Assn. meeting.

#### Drug Store Rules.

"Drug store rules" are numerous as "leaves in Vallombrosa," and have been printed so often that the heading is about all that is read of them. The following we clip from the *Alumni Report*, being as perfect a model as any which have come under our notice.

These rules have been in force in their present form since 1893, at which time the original rules adopted in 1848 were subjected to revision.

Rules and Regulations (originally adopted in 1848 and modified in 1893) of the drug store of Henry C. Blair, Walnut and Eighth Streets, Philadelphia. Established 1829:

(1) Store to be opened promptly at 7 a. m. and closed at 10 p. m.; Saturdays, 10.30 p. m.; Sundays, 9 a. m. to 9 p. m.

(2) Business hours will include time between 7 a. m. and 6 p. m. on week days, except when special work requires longer hours.

(3) During business hours all hands must be on their feet and be employed either in waiting on cus-

tomers or some other duty.

(4) As waiting on the counter requires most knowledge and experience, the senior clerk must always go front first, then the next oldest. The younger clerks are not to wait on customers except where the older clerks are occupied.

(5) In every case customers must be waited on promptly, and when goods are to be sent it must be done with the least possible delay.

(6) Never put up an article unless you are certain you are right.

(7) Every other duty must give way to waiting on the counter, except where serious detriment would be the consequence.

(8) Every person entering the store, whether rich or poor, infant or adult, white or colored, must be treated with courtesy and kindness.

(9) Boisterous mirth and a sullen temper are to be equally avoided as productive of neither business nor business character. The acquisition of a uniformly cheerful temperament is an attainment worth far beyond the price it usually costs.

(10) There are to be no master and no servants. Each one is to feel conscious of the fact that the performance of the duties assigned to him are just as necessary and as important as what pertains to any other hand in the store. All useful employment is honorable. Indolence is a disgrace.

(11) As neatness, order, cleanliness and accuracy are necessary and not mere accomplishments in a pharmacist, all are required to practice them constantly.

(12) Every clerk is expected to become a graduate of the Philadelphia College of Pharmacy, and time will be allowed during third and fourth years for attending the lectures (three evenings for Senior course; two evenings and afternoon for Junior course.)

[This latter rule has been modified to suit the day lectures at the College of Pharmacy.]

(13) To deserve the Degree of Graduate will require severe economy of leisure hours, and their application to the study of those books which relate to the theoretical and practical knowledge necessary to make an accomplished pharmacist.

(14) Students need but few social acquaintances, and they should be very select. While the occasional visit of a well behaved young friend will be allowed, lounging in the store will not be tolerated.

(15) Each junior clerk will have at his disposal an afternoon and evening every week (from 1 p. m. until 10.30 p. m.), and these privileges will not be interfered with unnecessarily.

Rooms are furnished for all clerks in store building.

(16) No junior clerk will be allowed to be absent

at night after hours without permission. The first and second clerks are expected to be in at reasonable hours, and under no circumstances are both to be away at the same time.

(17) Each clerk will be allowed two weeks' vacation each year.

(18) Necessity requires that the store should be accessible on Sunday for the purpose of supplying medicines; beyond this the proprietor is not desirous of doing business on that day, and he enjoins on those in his employ that while they need not positively decline to furnish an article when asked for, to hold out no inducements to purchasers.

(19) It is not the wish of the proprietor that any of his clerks should extol an article beyond its merits to advance his pecuniary interests, or to say or do aught in the performance of his duty that he would not be willing that others should say or do to him under the same circumstances.

(20) Goods taken from stock for personal use of clerks must be paid for at cost.

(21) The proprietor would affectionately recommend and advise all his clerks to attend public worship with a denomination of his own selection, at least once every Sunday, as circumstances may permit. The habit, when accompanied by a corresponding moral deportment (without considering the immense spiritual advantage which may result from it), confers a degree of respect in the estimation of those whose esteem is worth having, that scarcely any other act will.

(22) The daily intercourse of the employees should be characterized with the courtesy becoming young gentleman.

(23) Should a clerk wishing to leave before his allotted time expires have a good reason, the proprietor will not probably object, and should his cause be a bad one and be persisted in, the proprietor will certainly not offer hindrance to his going. The proprietor depends on the honor of the individual.

(25) A cheerful compliance with the foregoing rules is expected and the repeated infraction of a rule or regulation will be cause for immediate dismissal.

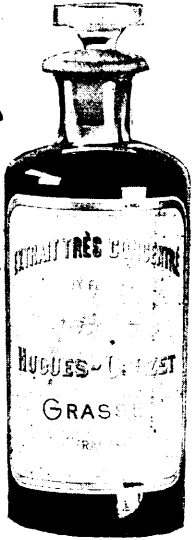
#### Salt an Antidote to Strychnine.

The following interesting editorial note appeared in a late issue of the *Alkaloidal Clinic*: An observant friend tells me that he has frequently seen dogs saved from strychnine-poisoning by the use of large doses of common salt; this after the dog was in spasms. He first saw some boys recovering a dog that had been treated to a dose of strychnine by the police. The method used was to fill the dog's mouth with salt and wash it down with water from an old tin can. The dog soon straightened out and was all right. Is it a chemical antidote, or does it cause elimination of the poison by creating an active exosmosis? Who knows? Who has made the same observation? Does it apply to the human family?—*Western Druggist*.

# FINE PERFUMES

Specially adapted for  
Holiday Trade.

(HUGUES GUEZET, Grasse, France.)



scale .35

Our 1 lb. G.S. Bottle.

CARNATION PINK.	CRAB APPLE BLOSSOM
LILAS DE FRANCE.	VERA VIOLA.
PEAU D'ESPAGNE	BOUQUET D'ESPAGNE.
CASHMERE BOUQUET.	NARCISSUS.
JOCKEY CLUB.	WHITE ROSE.
ESS. BOUQUET.	HELIOTROPE.
JASMINE	WHITE HELIOTROPE.
LILY OF THE VALLEY.	MARIE STUART.
MUSK.	NEW MOWN HAY.
OCEAN SPRAY.	OPOPONAX.
IRIS BLANC	PATCHOULI.
STEPHANOTIS.	VIOLET.
WEST END.	WOOD VIOLET.
WHITE LILAC.	ITALIAN FLOWERS,

STOCK BOTTLES—16 oz corked, and  
16 oz. and 5 oz Glass Stoppered.



scale .70

Our 25 cent Line.

We have been able to still further improve our line of **Boxed Goods** and are confident that we have an assortment that for good value and for good taste is unequalled. The perfumes used are **Hughes Guezet's** (Grasse, France) **Triple Extracts** which we have found to be superior to those of other well known makers. Bottles are well stoppered, neatly labeled and handsomely boxed. *Letter Orders satisfactorily filled if retail price is stated.*

**Our 25c. line is a Great Leader.** Try one dozen.

## SUNDRIES

Our Stock contains a fine selection from the best goods of the best manufacturers.

Kindly reserve your order until you have seen our samples.

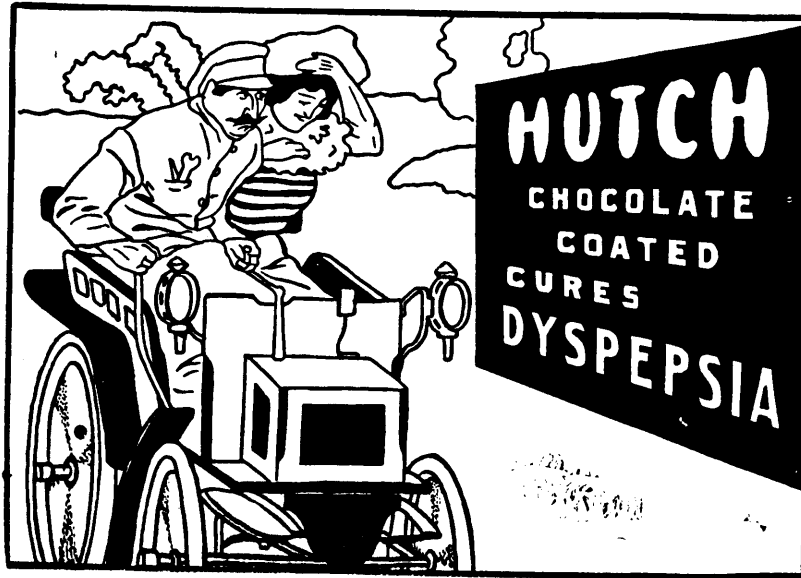
Colgate's La France Rose.  
" Talcum Powder.  
" 50c. Perfumes.  
Bismuth Salts.  
Acid Carbohc White.  
Formaldehyde (in bulk.)  
Thialion,  
Barium Sulphide.  
Ferri Sulphas C. P. (clear.)

Sheffield's Dentrifice.  
Nickel Salts.  
Urotropin. (Schering's and Merck's.)  
Laxative Bromo Quinine.  
Coke Dandruff Cure.  
Phenacetine, lbs. and ozs.  
Gibson's Worm Cakes (¼ gross boxes.)  
" Confectionery, full line.

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*Letter Orders receive special care.*

**THE ELLIOT & Co., Limited.**  
TORONTO.



With a three dozen order of Hutch Tablets, 10c. size, your wholesaler will send you a beautiful card, upon which are mounted three dozen for display purposes. Hutch will be advertised extensively in all parts of Canada. Be sure and write your wholesaler for a three dozen card.

---

*FRANCIS U. KAHLE, Secy. & Treas.,*

*Woodward Chemical Company.*

# NO OTHER SERUM

GERMAN, FRENCH OR AMERICAN  
HAS EVER YIELDED SUCH HIGH  
PERCENTAGES OF RECOVERY.

## Chicago Mortality 4.78 per cent.

In Chicago during the months of November and December, 1898, and January and February, 1899, there were treated with Parke, Davis & Co's Antidiphtheritic Serum by the Antitoxin Staff of the Chicago Health Department 418 cases (microscopically verified), with 20 deaths—a mortality of 4.78 per cent.



## Winnipeg Mortality 2.75 per cent.

In the Winnipeg General Hospital during the year 1898, 109 cases of diphtheria were treated with Parke, Davis & Co's Antidiphtheritic Serum. Of these *only three cases died*—a mortality of but 2.75 per cent.

## Denver Mortality 3.5 per cent.

In Denver, during 1898, there were treated with Parke, Davis & Co's Antidiphtheritic Serum 230 cases, with 8 deaths—a mortality of 3.5 per cent.

Physicians prefer our Antidiphtheritic Serum. It will pay you to carry it in stock.  
Write us for our Special Proposition.

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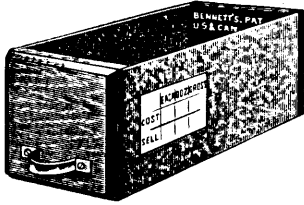
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One of the strong points in the Bennett Cabinet is the DRAWER.

Temperature has no effect on it; it never jams or sticks; it is made of block tin and wood. In the cabinet it is dust-proof, insect proof and vermin proof.

Write to J. S. BENNETT, for all particulars. Address,  
20 Sheridan Ave., TORONTO.

The Most  
Perfect  
Preparation  
for the Cure  
of Asthma  
Known to  
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Sold by all wholesale druggists or direct from the manufacturers.

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Advertise in the  
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want results.

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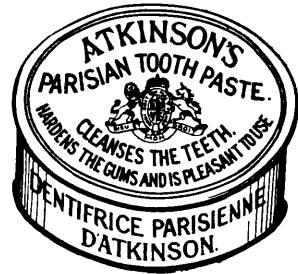
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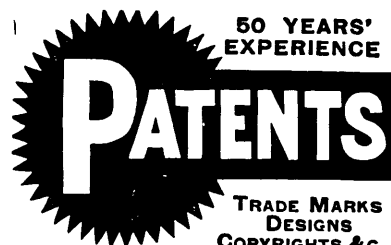
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**John A. Saul** Fendall Building,  
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Wholesale \$1.75 per doz.  
The Best Dentifrice.



Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

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## Cheap, Harmless, and Effective.

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

**Non-Poisonous and Non-Corrosive.**

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

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

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

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

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

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



**ROBERT WIGHTMAN**

DRUGGIST.

**OWEN SOUND - - ONT.**

Sole Agent for the Dominion.

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

## Our Trade in Pharmaceuticals

Has expanded so rapidly that a change was inevitable. We have disposed of our Crude Drugs Department and increased our facilities for the production of standard pharmaceuticals, which include

**ELIXIRS,  
SYRUPS,  
FL. EXTRACTS,  
AROMATIC CASCARA.**

## OUR CHEWING GUM

Is growing in popularity, and increased sales is a testimony to the quality of goods we produce.

*Athlete, assorted, Bermuda Fruit,  
Our Bobs, Soda Mint,  
Century Pepsin,*

Are all leaders. We are adding to our lines rapidly, and in all cases *as near perfect as possible* is our aim.

## HOOFLAND'S REMEDIES

Are enquired for throughout the Dominion, and every drug store should be stocked with them.

*Reserve orders till you see our traveller ; he'll call in a few days.*



**THE MACKENZIE SNYDER  
CO., LIMITED.**

785 Yonge St. : Toronto.

# GLYZINE

*THE IDEAL VEHICLE.  
THE LATEST TRIUMPH OF PHARMACY.*

Nothing offered to the medical profession of Canada has met with so ready and hearty a reception as Glyzine.

## The Need

of a satisfactory vehicle in which to dispose disagreeable medicine has been long recognized by the practicing physician and dispensing pharmacist.

## Glyzine Fills the Need

and, by its use, Quinine, Cascara, Chloral, Opium, Bromides, Magnesia Sulphate can be administered to the most delicate stomach.

## Glyzine Is a Boon To Children.

For sale by jobbers, or

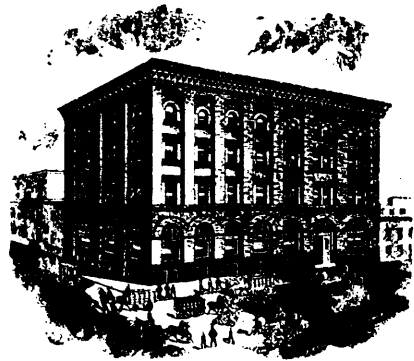
*The Glyzine Manufacturing Company,*

*New York, N. Y.*

*Toronto, Canada.*

**WEST & PATTERSON,**  
61 Front Street East,

Druggists' Sundries - Druggists' Specialties  
A full line of SEABURY & JOHNSON'S  
PLASTERS, DRESSINGS, Etc.  
"THE KIND THE DOCTOR ORDERS."  
*Send For Price List.*



## Fine Confectionery

 **for Druggists.**

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

**A. J. STEWART,**

410 Queen St. W., Toronto.

## To Our Patrons :

We are now comfortably settled in our new warehouse, corner Princess Street and McDermot Avenue.

**We Have Facilities** for supplying all requirements of the Drug trade, and will be pleased to quote prices if you will send your *Want Lists*.

**THE BOLE DRUG CO**  
**WINNIPEG.**



# Canadian Ophthalmic College

OF TORONTO.

L. G. AMSDEN, PRINCIPAL.

**Established 1896.**

*In connection with The COHEN BROS., Limited.*



*THE COLLEGE* was established to provide practical instruction at a reasonable cost, and the success achieved is due to the honest efforts and practical methods.

*THE INSTRUCTOR* is an optician whose whole life has been devoted to the study and practice of optics in the practical spectacle selling form in which the graduate will have to practice.

*THE COURSE* contains no useless technicalities. All obscure phraseology has been eliminated and the practical essentials condensed and simplified to the requirements of a short course.

*THE DURATION* of the course is two weeks.

*Prospectus and testimonials on application.*



Address,

**L. G. AMSDEN,**

24 Adelaide-St., West,

**TORONTO.**

# PHOTOGRAPHIC SUPPLIES.

We have pleasure in announcing that we have laid in a stock of Photographic Material and Cameras, in the hope that our various friends in the Drug Trade will give us their support in this new venture.

We believe it is in every way an excellent side-line for the Druggist to take hold of.

Our Catalogue recently published will be mailed to every druggist in Canada and will contain all requisite information, but should any of our friends require any further information on the subject, if they will write us we will only be too glad to reply immediately.

Among our specialties will be

## "The Poco"

Camera, made by the Rochester Optical and Camera Co., an instrument whose popularity has increased with every year of its output, and "**The Paget Plates**," so widely known in England, and for which we have obtained the exclusive agency for Canada.

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## ROSS, Limited.

MANUFACTURERS OF CELEBRATED

Photographic Lenses, | Microscopes,  
Cameras, | Field and Opera Glasses  
Optical Lanterns, | Telescopes, Etc.

LIBERAL TERMS TO CHEMISTS.

111 New Bond-St., LONDON, W.

Estab. 1830 Works: CLAPHAM COMMON.

Lists Free.

Now Ready, English Edition, Price 6s. 6d.

## Druggists

Handling Camera Supplies  
will find the

## CADETT PLATES

The Most Rapid in the  
World.

SUPPLIED TO THE TRADE BY

## Eakins & Ferris.

48 Richmond St. W. TORONTO.

# OPTICAL DEPARTMENT

LIONEL G. AMSDEN, EDITOR.

All communications for the Optical Department should be addressed to

L. G. AMSDEN, 34 Adelaide St.

## AMERICAN ASSOCIATION OF OPTICIANS.

Andrew Jay Cross, who was elected president of the American Association of Opticians at the convention held in Detroit, Mich., from August 14 to August 16, and who has been a resident of New



MR. ANDREW JAY CROSS.

*President.*

York City for the last eleven years, was born in Antwerp, Jefferson county, N. Y., in April, 1855. His father, Jude Cross, was a horologist and devoted much time to higher mathematics and the study of astronomy. He has one brother, named George D. Cross, who is now a prominent oculist in Philadelphia.

After receiving common school education and a fair training at the watch bench, A. J. Cross devoted his spare moments to the study of physics in general and optics in particular. In his twenty-first

year he migrated to the Pacific coast, because of his poor health, and engaged in business for himself as a jeweler and optician at Visalia, California. Later he moved to Walla Walla, then in a territory now the State of Washington.

In 1895 he was elected first treasurer of the Optical Society of the State of New York, which position he filled for two years. At the end of that time he was honored with the society's choicest gift, by being made its president, and was re-elected in 1899 and 1900. In the spring of 1897 he called a meeting of the opticians of the city and formed what is now known as the Optical Society of New York City. Before his recent election to the presidency of the American Association of Opticians he was vice-president of the same society.

He has contributed many scientific articles on optometry to publications devoted to opticians and is well known to be a man of deep research in all the different paths of science.

He is the inventor of the Cross dioptrimeter and the Cross retino-skiameter which are being used by the best known oculists and optometricians.



MR. LIONEL G. AMSDEN.

*Vice-President.*

Mr. Lionel G. Amsden, the newly-elected Vice-President of the American Association of Opticians,

has been so closely identified with the history of the Canadian optical trade as to require but little introduction here.

Mr. Amsden was born on a farm in Lambton county, Ontario, when that district was a wilderness, and educational facilities were essentially of the "home made" order.

At the age of fourteen he went to England and entered the employ of the oldest manufacturing house in London—Fred Phelps & Co. Upon being placed in charge of the optical order department he was brought much in contact with the staff of the celebrated Moorefield's Hospital, which at this time contained some of the brightest of the world's ophthalmological scientists, including the famous Dr. Nettleship.

The time spent there, at the very fountain head of optical knowledge, was undoubtedly largely instrumental in creating the ardent devotion to all forms of optical research, which since has been a characteristic of the subject of this sketch.

Returning to Canada in 1882, the optical prospects were not at all encouraging, and the larger field across the border was sought and a position accepted with a jewelry and optical house in Detroit. During the ten years he remained there, he underwent a three years' special course with Dr. Don M. Campbell, one of the leading oculists of Michigan. Thus equipped with a thorough knowledge of mechanical optics and spectacle making in all its branches, together with a wide experience in optometry, he returned to his native land and associated himself with the optical firm of Cohen Bros.

His first act was the introduction of a modern prescription plant, which quickly established for his firm a foremost place in the local trade. Soon after, the Canadian Ophthalmic College was established, with Mr. Amsden as instructor, which position he still occupies, and a large percentage of the practising opticians in Canada undoubtedly owe their success to the sound practical instruction received at this institution.

In 1889, upon the incorporation of "The Cohen Bros., Limited," he was elected Secretary. In addition to his literary work as editor of *The Canadian Optician* and the Optical Corner of THE PHARMACEUTICAL JOURNAL, he has contributed largely in optical topics to *The Trader* and other journals in the United States and England.

That the recognition of his ability is not limited to Canada is shown by the fact that he was elected upon the Executive Committee of the American Association at the Rochester Convention immediately on becoming a member, and at the recent Detroit Convention was elected to the second highest office in the gift of the Association.—*Trader*.

## SPECTACLES IN AND OUT OF SEASON.

The optical trade in so far as the retailing of spectacles and the fitting of prescription lenses is concerned, is as much a matter of season as any other commodity.

The trade in the fall is in excess of all other seasons of the year in regard to the supplying of gold and gold filled frames, but in the demand for prescription work, it is less than that of January, which is invariably a very heavy month. The reasons are not far to seek—gold frames are purchased during the fall and up to the holidays, largely for presents, consequently no refraction work is done at the time of sale, as the articles are usually supplied with ordinary strength of spherical lenses with the proviso that the fitting is to be done after presentation. So popular has the custom become in Canada and the United States that spectacle factories usually have booked all the fall orders they can fill by the middle of October.

We have on previous occasions pointed out in these columns the practice common to many druggists of filling all prescriptions through their dispensary house instead of carrying stock and filling their own prescriptions. Why they should do this in the matter of optical prescriptions, and not with drugs, we are at a loss to understand. The difference in the cost constitutes a living profit in itself. The wideawake dealer is already realizing this, and is putting in stock, but for those who have not yet changed their method it is well to remind them that the season for doing so is well advanced, and in a few weeks it will be impossible to count upon prompt service on seasonable goods.

## OUR OPTICAL CLASS.

L. G. AMSDEN, Instructor.

If vision is low and neither plus nor minus sphericals give any improvement, or at best, but partially restore the vision, we would place in the trial frame the strongest plus or the weakest minus sphere that secured the greatest amount of vision and direct the patient to look at the Astigmatic chart, and decide if all the radiating lenses are equally distinct and black or if there are some that are more conspicuous for their distinctness. If the latter is the case on locating the brightest ones we direct his attention exclusively to the ones at right angles to them, which, of course, are dim and indistinct. Holding a weak plus sphere in front of the eye, we inquire if it renders this set of lines clearer or more dim. If the former Hyperopic Astigmatism is present, and we select a convex cylinder of sufficient strength so placed in the trial frame that its axis is parallel to

the blurred lines, which will render all lines alike.

An overcorrection is proved by the fact that the lines which without the glass are the most indistinct are, with it, the clearest seen.

If a convex sphere renders the blurred lines still more dim we assume Myopic Astigmatism is the cause, and apply a minus cylinder with axis corresponding to the dimly seen lines or at right angles to the brightest section, and the correct strength would be indicated by the fact that all lines were seen alike.

Each eye is tested separately of course, the eye not under examination being covered by the black disk from the trial frame.

Having examined each eye, both eyes are uncovered, and if the correction is perfect and no Amblyopia present, vision will be restored to 20/20.

We next measure the near point with the distant correction on, and if this is found to be within eight or nine inches the glasses are suitable for all distances, near and far, but if it be further removed than this distance Presbyopia is indicated and additional glasses are necessary for reading purposes only.

The amount necessary to add to the distant glasses to correct Presbyopia is calculated by the following method. With the distant glasses we measure the near point with the reading card and tape line. This distance divided into forty and subtracted from five will be the correction required,—this is to be added, of course, to spherical power of distant correction.

These would be suitable for reading purposes only, the weaker pair being necessary for distance.

The above rule is based upon the assumption that it is desirable to restore the near point to eight inches. There are of course occasions such as with preachers and public speakers in which a greater distance for near vision is desired, when it will be necessary to supply a weaker correction, giving poorer vision at close range, but better at longer distance.

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#### PERSONALS.

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Mr. D. H. MacLaren of Barrie, has added a Geneva Retinoscope to his optical outfit. Mr. McLaren is one of the class of opticians who is never satisfied with "good enough," but insists on having everything correct.

Mr. S. M. Lyon, for many years with D. H. MacLaren, has left to attend Trinity Medical College.

Mr. H. C. Cameron, one of the leading druggists and opticians of Halifax, N. S., spent the past week in the city, accompanied by his bride.

From here the honeymoon was extended to Niagara Falls, New York and Boston. Mr. Cameron took the opportunity while in the city to sort up for fall trade, and as the optical end of his business is one of the most successful in the East, his visit was doubly welcome to the jobbers.

Mr. A. J. Logan has purchased the drug business of W. Bryers Barkwell, London, Ont., and added an up-to-date optical outfit, and is making bid for his share of the local trade. Mr. Logan is a recent graduate of the Ontario College of Pharmacy and the Canadian Ophthalmic College, and we expect to hear from him later.

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#### Parke, Davis & Co's Price List.

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We regret that through an oversight we failed to acknowledge in our Sept. number the receipt of Parke, Davis & Co's new price list for 1900-1901. This firm's list is now so very well known to the druggists of Canada that we need scarcely call attention to it. There are, however, two or three features in this issue which are worthy of special note. In the first place the printing of the name of the article is much clearer and larger than formerly. The notes of reference have been re-arranged and now appear in classified form and are therefore much more easily referred to than in former issues. The cuts showing the marvellous growths by decades which this firm's laboratories have undergone since their starting in business make a very practical illustration of what sterling quality and sound business methods will bring about. We note with pleasure that their Canada laboratory is growing year by year, and keeping pace with the parent house in Detroit, and their several branches throughout the world.

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Henry K. Wampole & Co., of Philadelphia, originators of "Wampole's Perfected and Tasteless Preparation of the Extract of Cod Liver Oil," in order to meet the rapidly growing and increasing demands of their Canadian business, have by leasing additional room, so enlarged their Toronto Laboratory, that it is now double its former size.

They have also equipped with the most modern apparatus and machinery, departments for the manufacture of their Pulverous Pills, Compressed and Moulded Tablets, Granular Effervescent Salts, etc.

They report being overwhelmed with orders at the present time, which is the most substantial evidence of the endorsement (both physician and druggist) of their preparations, as well as their methods of doing business.

Send for one of their latest pharmaceutical price lists.



## Photographic Department

(All communications for this department should be addressed to WINSOR BARKER, 50 Adelaide St., W., Toronto, Ont.)

### THE COMPETITION PRIZE LIST.

We owe an apology to the competitors and those desirous of competing, for our tardiness in publishing list of prizes, and in order to compensate for same in some respect we have decided to extend the time for sending in pictures until November 15th, as this current issue will hardly be in the hands of some of our subscribers before October 15th, the date previously set. We have also been influenced in this matter by letters we have received in reference to classes D and E, which appear to have been misunderstood by some. We have answered one of these in detail in column "Just Among Ourselves," and trust explanation will be satisfactory and lead to more entries in these classes, which should be especially interesting.

We are indebted to firms named below, who have taken such an interest in our competition, as to donate such handsome prizes, and feel sure all competitors will join us in thanking them.

The list presents an opportunity not often given for the ambitious drug clerk to obtain a first class camera, and we trust that those who have not a camera of their own will beg, borrow or steal one, and have a try at obtaining one of the prizes, which we flatter ourselves are equal to any offered in any photographic competition in which entrance is free.

#### PRIZE LIST.

##### Class A. Landscapes.

First Prize: Gem Giencoe Camera, 4x5, value \$10, donated by Canadian Camera and Optical Co., Toronto. Second Prize: \$5 worth of photographic chemicals, donated by the Lyman Bros. & Co., Toronto.

##### Class B. Marine Views.

First Prize: Hawkeye Camera 4x5, value \$10, donated by Eakins & Ferris, Toronto. Second Prize: \$5 worth of photographic chemicals donated by The Elliott & Co., Toronto.

##### Class C. Portraits and figure studies.

First Prize: Poco camera, double lens, value \$10, donated by Evans & Sons, Toronto. Second Prize: Pair opera glasses, value \$5, donated by Cohen Bros., Toronto.

##### Class D. Subjects pertaining to drug trade.

First Prize: Silver medal donated by CANADIAN PHARMACEUTICAL JOURNAL. Second Prize: Bronze medal, donated by CAN. PHARM. JOUR.

##### Class E. Photos of Druggists' Windows.

First Prize: 1 dozen sets Perfect Plate Developer, value \$5, donated by Jackson L. Little, Photographic Chemist, Toronto.

### THE GIANT STRIDES OF PHOTOGRAPHY.

Comparatively few of those interested in the art preservative take deep notice of the remarkable advance photography has made in its many branches during the past decade, and to the "hoi polloi" this advance is almost a sealed book, and as they only note that the pictures they see at the present time are more up-to-date and in better taste than in the time of their grandfathers and not knowing, unless they are interested in science, of the wonderful discoveries in this branch, associate photography with tintypes and cabinets at \$3 per dozen.

When the different discoveries are brought together the combined result is one to make even the most illiterate pause, and to one interested in the world's progress forms something to wonder at.

To-day in all countries of the world photography is used in every branch of life. Laboratories, schools, colleges, hospitals and manufactories, all have installed the appliances for its practice, and now the art has reached such perfection and become of such manifold use, that its loss would be felt as much if not more than any other branch of knowledge.

To enlarge on the achievements of photography is only in the scope of an Encyclopedia Britannica, but to epitomize is possible, and a brief account should be interesting to all followers of the allied profession, pharmacy, as its members belong to the association of the most advanced thinkers in the world, chemistry.

The best known discovery is the Roentgen Ray or Radiography, which won for Prof. Roentgen a medal that is awarded to the person making the most important scientific discovery in each five years.

Next in order are the astronomical discoveries made by its aid and by photography we are now aware that there exists new worlds that up to the past few years were not dreamt of.

The perfection to which photography has attained is marked by another use, the photographing of sound waves, which has added to the world's knowledge in the way of wireless telephony. Zoology and botany have been indebted to this art, the former by the knowledge obtained by a closer study of animal life than is possible with the eye, and the latter by the camera being able to watch plants grow, something the human eye is not capable of doing.

Photography in war by means of balloons and

kites has become a means of defense and consequently a saviour of lives, and when is added to this tele-photography, by means of which pictures may be taken at distances beyond the range of vision, its importance as a help to humanity cannot be denied.

In the way of amusement animated photography has created a new field for itself, and is now recognized as a part of our recreations.

Color photography is still in its infancy, but definite results are being obtained, and it is soon to be hoped that any scene will be preserved by its aid in all its natural beauty of color as well as of form.

In connection with the press the art is now recognized as being of equal importance with any branch, an instance of which is a current number of any magazine. In fact, in our different walks of life no art is so widely used and so little recognized as that of "pressing the button," although its followers are becoming legion, and no doubt will soon like the army of Mahomet take the sword to all unbelievers.

## THE PHOTOGRAPHIC COMPETITION.

### CLASSES AND CONDITIONS.

- Class A. Landscapes.  
 " B. Marine views.  
 " C. Portrait and figure studies.  
 " D. Special subjects pertaining to the Drug Trade.  
 " E. Pictures of Drug Store windows, both window dressing and picture to be considered.

Two prizes, first and second, will be given in each class, except in Class E, in which there will be one only, and all below these will be mentioned in list in our December issue with standing.

### Conditions.

1. Competition opens August 15th and closes Nov. 15th, after which date no picture will be received.
2. All pictures entered for competition must be mailed to Photographic Department, CAN. PHARM. JOURNAL, Toronto.
3. All pictures must be properly mounted and have plainly written on the back the class, the title of the picture, and the name and address of the competitor.
4. All pictures must be the bona fide work of the competitor, who must be an amateur, also a druggist or druggist's assistant.
5. Any process of printing will be allowed, and any size or number of pictures may be entered, but only one prize in any class will be awarded to any one competitor. No picture should be framed.

6. The competing pictures will be judged on a system of points as follows:

For originality of subject	25
For illustrative value	25
For artistic quality	25
For technical excellence	25

7. The Journal will publish list of winners and competitors, with points obtained, in its December issue, and with prize pictures.

8. All pictures sent for competition to become the property of the Journal.

9. All entries by druggists' assistants must be accompanied by name of employer.

10. All entries will be acknowledged in next issue of the Journal.

### Entries.

Entries have been received from A. E. Brethour, Ottawa; T. C. Nicholls, Uxbridge; and J. D. Bower, Perth; F. J. Capell, Hamilton, and C. H. Allison, Port Perry.

## Just Among Ourselves.

[We solicit enquiries and letters to appear under this head, but prefer names and addresses being sent (not necessarily for publication). No attention will be paid to anonymous communications.]

R. Toronto. "I have some pictures ready to enter in the first three classes of Photo Competition, and would like to also be in classes D. and E., but do not quite understand what would be eligible. Would a picture of my store do for Class D."

Class D. as you will note in conditions is for special subjects pertaining to drug trade, and of course a picture of your store would come under that head, and might be well enough taken and sufficiently interesting to win a prize, but at the same time there are many more interesting subjects. For example, your youngest apprentice or the hope of your family wrestling with your largest mortar, the friendly policeman getting a bad cramp attended to in the back shop, a group of your fairest customers patronizing your soda fountain, or a picture of a fine specimen of some chemical or drug. Hundreds of scenes occur in a pharmacy that are worth immortalizing on silver paper, and while they are generally impromptu a fair reproduction can always be made by posing.

Class E. explains itself. Photos of Druggists' Windows, the quality of the display in window to count equally with the quality of the picture.

### FOTOGRAFIC FREAKS AND FANCIES.

We will be pleased to receive any item of an interesting nature for publication in this column, peculiar incidents, humorous notes, new ideas.

"What you doin' out wid dat camera to-day, 'Rastus?"

"I been photografin', mammy, o' course."

"Whah you been?"

"Down back o' Mr. Simmons' chicken coop."

"Take anything?"

"Jes a pa'r o' pullets. I lef 'em in de kitchen."  
—Cleveland Plain Dealer.

Ghost pictures are interesting, and the modus operandi simple. The main necessity is to have your camera perfectly stationary. Then take an exposure of the scene in which the apparition is to appear, a little undertimed, and then bring on your ghost, (a friend with a sheet will answer) and make a second short exposure. Develop carefully.

A recent traveler in Mediterranean waters was mentioning the other day some of his photographic experiences on both sides of that inland sea. At Marseilles and other French ports he found the populace eager, too eager, in fact, to make themselves part of his pictures, and on many occasions he had to take pretended photographs before the crowd in front of his camera would leave him. But on crossing to African soil, all was quite different. With the most picturesque scenes and costumes at Algiers, Tangier, etc., he was, perforce, obliged to remain almost idle, for it is regarded as something more than a breach of good manners for a man to attempt to photograph passers-by. The objection is founded on the superstition that the photographer steals with the image of a man, part of that man's soul, and directly a camera is pointed in their direction the populace will hide their faces with their hands or part of their clothing. Even the rough men who came to coal the steamer upon which our traveler arrived at Algiers put up their spades to hide their faces when he attempted to use his camera.—*Amateur Photographer.*

### LABORATORY NOTES.

#### GLUCOSE AS A PRESERVATIVE FOR SYRUP FERROUS IODIDE.

In July '97 we made some experiments on glucose as a preservative for syrup of ferrous iodide, the results of which were reported at the time. Some days ago we came across the samples used at the

time and find them to be in good condition. They were kept in a cupboard partly exposed to dim light, which we consider a good test of the keeping qualities. The samples containing 10, 15 and 20 per cent. of glucose are in good condition, clear, colorless, and without any sediments. The samples containing 40 and 50 per cent are colorless, but a rather heavy precipitate has formed in each.

We again express the opinion after such a lengthy test that the use of glucose not exceeding 20 per cent. instead of an equal part of the syrup, acts as a preservative for the syrup of ferrous iodide. But the official syrup can be kept in perfect condition by simply exposing it to full sunlight. We have used this wrinkle for many years, but we find such a number of pharmacists who are ignorant of this that we think there is no harm in repeating our advice to "keep your syrup of iodide of iron in your sunniest window."

#### THE ASSAY OF TINCTURE OF JALAP.

The B. P. directs that the percolation from 4 parts of jalap with sufficient alcohol to make 12 parts should be assayed as directed under Jalap Resin, and then diluted to make a tincture containing 1.5 gms. of resin in 100 cc. The operation is not as simple as it seems. We recently had a sample of tincture to assay, and following the official directions we got a cloudy mixture from which the resin refused to separate. Filtration was tried but without any success. Two or three modifications were tried, all with the same results. Finally we had to mix 10cc. of the tincture with about 60 gms. of washed sand; this was exposed to the air to drive off the alcohol. When dried the sand was thoroughly washed with water, dried, and extracted with 30 ccs. of alcohol in a Soxhlet extractor. The tincture was then evaporated in a tarred beaker and the weight taken as resin.

#### A MONSTER PUFF BALL.

Mr. R. W. Williams of Three Rivers, ex-president of the Pharmaceutical Association, has on exhibition in his pharmacy a puff-ball (*Lycoperdon Proteus*) weighing 19 ounces and measuring 55 in. circumference. It was found on a farm in the parish of Yamachiche, St. Maurice Co., P. Q. Mr. Williams would like to hear of a larger specimen than this. We have not any knowledge of one so large, but perhaps some of our readers may know of something larger in that line.

The Acme Manufacturing Co. of Lunenburg, N. S., is applying for incorporation for the purpose of manufacturing condition powders.



# Indian Catarrh Cure

**Is the Best Selling  
And Most Satisfactory**

**Remedy For Catarrh  
On The Market.**

**IT IS**

an internal remedy and contains no cocaine or other opiate.  
a purely vegetable compound.  
absolutely harmless and may be given without fear to children.  
palatable.  
known and used throughout the Dominion.  
a Canadian medicine made and sold by a Canadian firm.

**Indian Catarrh Cure Co.,**

28 Lemoine St., MONTREAL.

JOHN HISLOP & CO., Proprietors.

# Lyman's Confectionery

In 5 lb. Glass Stopped Bottles.

Price in 5 bottle lots, 80cts per bottle. Less than 5 bottles, 85cts. per bottle.



Wild Cherry Cough Drops } in 20 lb. pails }  
 Menthol " " } at  
 Cough drops light and dark } 12 cts. per lb.

Aberdeen Butter Scotch 35c. doz. ; 3 doz. \$1.  
 Lyman's Mint Jujubes } at \$1.20  
 " Assorted Jujubes } per box

Order a sample lot with your next goods.

## THE LYMAN BROS & CO. LIMITED

Wholesale Druggists,

TORONTO.

# Henry K. Wampole & Co.

## Specialists In Progressive Pharmacy.

Originators and sole manufacturers of "Wampole's Perfected and Tasteless Preparation of the Extract of Cod Liver Oil," "Wampole's Milk Food," and other specialties which, during the past twenty years have been introduced and exploited only through the medical and pharmaceutical professions.

IN ADDITION WE NOW  
OFFER COMPLETELY  
ASSORTED LINES OF

**Pulverous Pills** (Dry powder in pill form.)  
**Compressed and Moulded Tablets,**  
**Medicinal Elixirs,**  
" **Syrups,**  
" **Solutions,**  
**Soluble and Elastic Gelatine Capsules,**  
**Granular Effervescent Sats.**

We invite at least a portion of your enquiries or orders for such of the above goods as you may be interested in, or need.

No such order would be too large for our capacity—none too small for our prompt and careful attention.

Having recently made extensive alterations in our Toronto laboratory, we now have the best of facilities for prompt execution of orders in the way of **Special or Private Formulæ**, as used either by physician or druggist.

When on the market, give us, please, the opportunity to submit quotations. We are confident of our ability to name interesting prices, which are invariably based on goods second to none in quality.

*Send for our latest Pharmaceutical Price List*—

---

**HENRY K. WAMPOLE & Co.,**

Manufacturing Chemists.

Main Offices and Laboratories:  
PHILADELPHIA, PENNA., U.S.A.

Branch Office and Laboratory:  
TORONTO, ONT.

## BOOK REVIEW.

THE ART OF DISPENSING, by Peter McEwan, F.C.S.  
London. The *Chemist & Druggist*, office 42  
Canon St., E.C. 5s. 6d.

The title page of this little book announces it as the sixth edition, but a book which has been increased from 288 to 498 pages might almost be designated as a new work. The popularity of the book in the past is sufficient evidence that in style and arrangement it was satisfactory. These are preserved, and the fund of information very materially extended. The amount of space devoted to many of the subjects has been more than doubled. The opening chapter is devoted to "first principles," and new chapters on Capsules, Tablets, Incompatibles and New Remedies are added. Some idea of the extent of the revision can be gathered by a few samples given in the preface. Pills now occupy 68 pages in the fifth edition, they had 44 pages; Suppositories 28 pages, previously 13 pages; Mixtures 77 pages, previously 37 pages.

As a text book for students it is reliable and convenient. To the working pharmacist it will prove a friend in need which will aid him to surmount the numerous difficulties cropping up at any dispensing counter. The price 5s. 6d. is moderate.

## NEWS ITEMS.

Thomas Cumines of Welland, Ont., is dead.

F. J. Hardison is opening up a business in Sydney, N. S.

D. Hays of Lucknow, Ont., has sold out to G. W. Berry & Son.

Frank Fulton is succeeding to E. L. Street in Newcastle, N. B.

The Mount Royal Pharmacy is a partnership registered in Montreal.

N. J. Lindsay is removing from Lake Bennett, B. C., to White Horse.

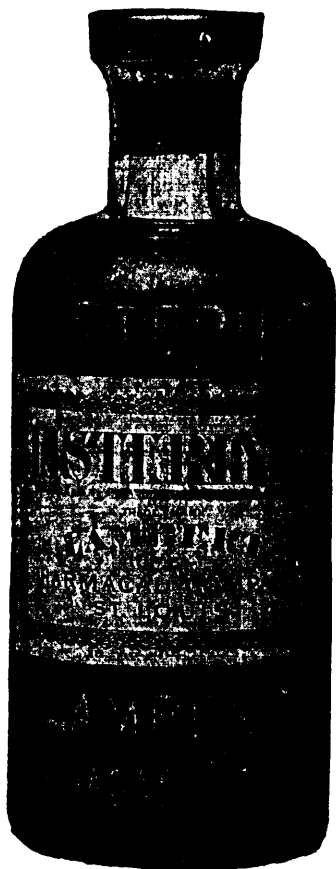
W. W. Hemming of Swan River, Man., is opening a branch at Gilbert plains.

The Consolidated Paper and Pulp Co., Limited, of Toronto, has been incorporated.

R. J. McClung of Streetsville, Ont., has sold out his business to J. Coates, recently of Walkerton.

Lumsden & Wilson, of Seaforth, Ont., have dissolved partnership, Mr. A. Wilson continuing the business.

The estate of E. Mullett, assignee, Edmonton,



## TO PHARMACISTS.

We beg to announce that in addition to the 7 oz. and 14 oz. bottles in which Listerine is offered to the trade, we now place upon market a 3 oz. package of

### LISTERINE.

An active demand for a smaller package of Listerine evidently exists, especially among the travelling public and the rapidly increasing number of patrons of Listerine who prefer to purchase their favorite antiseptic in the ORIGINAL PACKAGE, under the seal and guarantee of the manufacturer.

We respectfully suggest that you place in stock a sufficient quantity of the small sized Listerine to meet the requirements of your trade, as we guarantee to create and maintain an active and important demand for

### LISTERINE IN THE ORIGINAL PACKAGE

Trade supplied by Wholesale Druggists.

**W. LLOYD WOOD**, Toronto, Gen. Agt.

*Yours Respectfully,*

**LAMBERT PHARMACAL CO.**  
St. Louis, July, 1900.

N. W. T., has been purchased by Wm. Mullett, who continues the business.

F. L. McIntyre, O. C. P. Class '99, is managing the store of Dr. R. R. Hopkins, Grand Valley, Ont. Mr. McIntyre is popular in the town, having gained most of his experience in the store over which he now presides.

The destruction of Paris, Ont., by fire which occurred as we went to press last month, wiped out the drug interest of that town. J. J. Armitage figures a loss of \$3000 with \$1500 insurance, C. H. Roberts reports a similar loss. Dr. P. L. Scott is more fortunate, who reports a loss of \$4000 with insurance at \$3600.

Rossland, B. C., is to have a co-operative store. The promoters are all wage-earners. Shares are \$5 each. 100 shares is the limit allowed any individual, and 8% the maximum dividend. A cash business will be conducted, but shareholders will be permitted 30 days credit to the extent of 75% of the value of their stock.

**TORONTO NEWS.**

The holiday season is about over and everyone back to work again. Trade is adjusting itself to winter conditions, and the uptown stores in residential districts are looking for their harvest.

With the exception of the lower portion of Yonge St., the soda water season is over. Reports from different parts of the city indicate that Canadians are slowly learning the "soda water habit," as sales are in advance of previous years.

There has been two changes in ownership during the month. Mr. J. H. Hallett, corner Spadina and College, has sold to Mr. C. V. Connolly. Mr. Connolly served his apprenticeship with Mr. Walton "over the Don," and belonged to the O. C. P. class '99.

Mr. R. Tuthill, Bathurst St., has sold to J. N. Scott of the O. C. P. class of '98. Mr. Scott recently sold his business on College to H. Rowell.

The department of chemistry of Toronto University has, it is understood, been reorganized. The professorship so long held by Dr. Pike, now living in the United States, has been awarded to Dr. Lang, late of Glasgow University. Dr. Miller has been promoted to the position of associate professor of physical chemistry, and Messrs. Allan and Kenrick have been appointed lecturers in chemistry. The three last named gentlemen are Toronto men. As reorganized the department of chemistry is very strong and great things are expected of it.

C. H. Cowen of Parliament and Carlton Sts., has just returned from his holidays in the west.

W. A. Griffiths of the Griffiths Macpherson Co. is at present in New York arranging advertising for Clark's Kola Compound, which the company propose pushing in the American market.

Norman B. Lander of Queen St. West, and wife, are enjoying a month's outing doing Montreal, the White Mountains and vicinity. Mr. Landers close attention to business since graduating has earned for him a holiday.

Mr. Phil. G. Hower, the American representative of the Woodward Chemical Co., has been in the city for some time, and starts in a day or so on an advertising trip to the coast, taking in the principal places of the west and British Columbia.

Mr. David Buist, manager for Munyon's, can now fairly claim to citizenship with us, his family being comfortably settled on Metcalfe St.

Mr. R. W. Elliot, of the Elliot & Co., Ltd., is a victim of inflammatory rheumatism, and is confined to the house, nursing it.

Mr. J. H. Mackenzie had the Liberal nomination for East York strongly pressed upon him. He declined it, but his influence in the coming contest will be felt, nevertheless.

Mr. W. H. Lee is having his pharmacy renovated and redecorated, and when completed will have one of the nattiest in the city.

The "open all night" drug store is an innovation

If you have the best  
 class of trade in your  
 town, you should handle  
**WEBB'S**  
**CHOCOLATES AND BON-BONS.**  
 If you haven't, they will  
 help you to get it.  
 We put up for druggists 1lb, 1/2lb.  
 and 10c packages, contain-  
 ing our finest goods.  
 The name is enough to sell them.  
 The quality will please your most  
 particular customers.  
 The HARRY WEBB Co.,  
 LIMITED.  
 447 Yonge-St., Toronto.



for Toronto which Jackson N. Little, of Spadina Ave., has inaugurated recently.

Mr. D. M. Waters of Belleville, looked in on us during the month. Trade affairs in the "Bay City" are not all that could be desired. The "cutter" is amongst them there, and the sky is overshadowed. A regrettable feature of the situation is that a member of the craft is responsible for the "cutting." He was foolish enough to get caught by the "trading stamp fake," and in retaliation the grocer put in patents and cut them. Even a druggist can be "penny wise and pound foolish."

Mr. E. A. Jukes, for many years in business in St. Catharines, but recently from Winnipeg, Man., is paying the city a visit. He is on a business trip east in the interest of a manufacturing venture.

Messrs Saunders & Evans have secured the agency for T. F. Bristow & Co., London, Eng., and are showing a full line of their samples.

A quiet wedding was celebrated in the vestry of St. Mary's Church, Bathurst street, on Sept. 17th. The principals to the happy event were Miss A. Walsh and Mr. A. E. Ragg, manager for Messrs. Evans & Sons. The honeymoon was spent in Montreal and the Eastern States. Mr. and Mrs. Ragg are domiciled on Bellevue Place.

Among the city visitors was Mr. Jno. J. Evans, head of the firm of Evans & Sons, Liverpool, Eng. Mr. Evans is on his annual visit to Canada, and is accompanied by his son, Kenneth.

#### BRITISH NEWS.

The Potter Drug & Chemical Co. of Boston have won all their actions for infringements of trademark "Cuticura" in the Australian courts.

The grocers' federation of England does not take any too kindly to the scheduling of carbolic acid. They claim it is a restrictive monopoly favoring chemists.

A St. Pancras window cleaner kept hydrochloric acid in a bottle labelled iron and quinine, and in a period of thoughtlessness drank some, from the effects of which he died.

The Vinolia Company's South African War Fund is about to be closed. This fund was opened about a year ago, and reached the sum of £11,000 received from the sale of their soap. The company gave a copper on every cake sold.

The pharmaceutical society of New South Wales has taken the initiative in an effort to remedy the evil of price cutting in the colony. Wholesalers and proprietors have promised their support.

The "indecent advertisement" act of New South

Wales received the assent of the governor, and is now law, and under it matters are deemed indecent which "relate to any complaint or infirmity arising from or relating to sexual intercourse or to nervous debility or female irregularities, which might reasonably be construed as relating to any illegal medical treatment or illegal operation."

Western Australia has decided that patent medicines containing poisons mentioned in Part I of the Schedule shall be labelled and scheduled. The council has announced the following as coming under that head. Ayer's cherry pectoral, Battle's vermin-killer, Boschee's German syrup, Cantharidine hair-washes and restorers, Collis Brown's chlorodyne, Easton's syrup (*sic*), Fellow's syrup of hypophosphites, Freeman's chlorodyne, Godfrey's Green corn-cures, James' horse-blister, Kay's essence linseed, Leeming's essence, Powell's balsam of aniseed, Steedman's soothing-powders, Steiner's phosphorous paste and like preparations, Winslow's soothing-syrup.

#### AMERICAN NEWS.

Samuel Bradhurst Schieffelin died on Sept. 13, aged 90. He was formerly a member of the firm of Schieffelin & Co., from which he retired in 1865.

An explosion took place on September 25, which destroyed part of the Merrell & Co's laboratory at Cincinnati; damages to the extent of about \$20,000 were sustained.

A story comes from Chicago of a lady using a druggist's phone to call up her husband and tell him to go to the store of Siegel Cooper & Co. to get her a bottle of Paine's Celery Compound.

A New York drug clerk is held on a charge of homicide for causing the death of a child by selling a strong solution of carbolic acid in an unlabeled bottle, when camphorated oil was asked for.

The Boston Federal building became so infested with bedbugs that life was a burden to the civil service employees. A mixture of benzine, pennyroyal and mint was found effective in exterminating the pests.

At the last session of the N. A. R. D. convention at Detroit, Mr. Harry Willis of Quebec, one of the delegates from the Quebec Society, assured the convention that the Q. S. R. D. would be as loyal to the N. A. R. D. as they were to the Union Jack. Good for you, Harry.

Canadians who migrate to the States usually get pretty close to the head of the procession, or alongside the band, to use an American expression. One of the men who have done so is J. C. Perry, chair-

man of the executive committee of the P. A. R. D. Philadelphia is counted as a sleepy town, but there is no somnolency about J. C. Perry. He is a hustler, and he lets every one interested know that he is wide awake. Perhaps his being from Ontario accounts for it.

Kentucky druggists have had to resort to the services of an inspector and a threat of prosecution to restrain saloon keepers from turning their bars into drug counters, the array of headache remedies and dope of various kinds in some places being described as imposing.

The disaster at Galveston wiped out over twenty drug stores, and in some cases the proprietors and their families lost their lives. The New York wholesale houses have contributed largely to the relief funds and are prepared to help the sufferers in the drug business by extending their credit.

A drug store manager of New York took his holidays at Niagara Falls, and when he returned found that enterprising burglars had operated on his house and relieved him of eleven suits of clothes, and he still had some half dozen suits left. Now, that burelary story has nothing startling about it, but 17 suits of clothes for a drug store man—well—oh, it's all right; but he don't live in Canada.

Inspectors of the Pure Food Department of Pennsylvania are stirring up the grocery trade of Philadelphia. They have purchased spices from a number of grocers, particularly the cut rate establishments, and have brought a number of prosecutions against dealers in adulterated goods. The drug trade is getting ready for a number of similar visitations but as only the real thing is handled by druggists no fear is felt about the results.

The Phila. Assn. of Retail Druggists has proved its right to existence by the successful results obtained in convincing Lit Bros. that the establishment of a cut rate drug store would be injurious to every one concerned. Lit Bros. have promised not to sell drugs or medicines, but will continue the sale of toilet articles as they have always done. This is an important victory, and should encourage pharmacists elsewhere to organize in defense of their business.

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#### FOREIGN NEWS.

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A pharmacy has recently been opened in St. Petersburg, Russia, in which all the assistants are ladies.

Russia has prohibited the use of saccharin except

by a druggist or a physician's order. It may not be used as a food.

A Paris student of pharmacy recently crossed the channel from Dover to Calais in a 12 foot canoe. Rather a venturesome undertaking.

Germany's khaki color for soldiers' uniforms serving in the Orient is a mixture of chlorophyll and the yellow coloring matter of chicory.

The degree of Doctor of Pharmacy has been established in Spain by Royal ordinance. The University of Madrid is the only institution conferring it.

Four sailors at Marseilles, France, died after drinking a decoction made from a root supplied for gentian by a herbalist of the city. The nature of the drug was not determined, but belladonna was suspected.

In Germany after Oct. 1st 81 preparations and the alcohol used in dispensing and for the manufacturing of dressings will be exempt from duty, and apothecaries will be allowed a certain amount of alcohol yearly duty free.

An explosion of powdered magnesium is reported from Paris, France. It occurred in a developing room of an illustrated paper. One of the operators struck a match to light a cigarette, and a jar of magnesia sitting near exploded with force enough to shake the building to its foundation. No explanation is yet offered.

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#### Green Soap.

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The Lyman Bros. & Co. are offering to the trade something altogether new in this line. After years of experimenting they have been able to bring their work to a successful point and are now prepared to give their customers an article not equalled in the market. The chief points they claim for it are:

1. A green soap, not brown or black.
2. A soap containing no artificial coloring matter, the color in it being due to the oils used.
3. A soap as nearly neutral as possible, thus affording a soap that can be applied to the sorest wound.
4. It makes a good lather.
5. Is made from Olive Oils only.
6. Is of a firm consistence. You get soap, not water.

This will be found in the market in neatly put up 1lb. jars, larger quantities put up to suit purchaser. Samples sent on application.

---

Read the ads. in this month's issue; you will profit thereby.

## Pharmacy.

**SOLUTIONS OF FORMALDEHYDE.** Dr. G. E. Crawford in an article on Formalin as an Antiseptic in General Surgery, Gynecology, and Obstetrics (*Nat. Med. Review; N. Y. Med. Jour.*) gives the following formulæ. The four per cent. solution is thus made:

Formalin ..... 5 oz.  
Sterilized water..... 7 ½ pints (wine)

From this the following working solutions may be prepared.

One-eighth per cent. solution of formalin or 1 in 2000 formaldehyde.

4 p. c. solution..... ½ oz.  
Water..... 15 ½ ozs.

One-quarter per cent. solution or 1 in 1000 formaldehyde.

4 p. c. solution..... 1 oz.  
Water..... 15 oz.

Three-eighths per cent. solution or 1 in 666 formaldehyde.

4 p. c. solution..... 1 ½ oz.  
Water..... 14 ½ oz.

One-half per cent. solution or 1 in 500 formaldehyde.

4 p. c. solution..... 2 oz.  
Water..... 14 oz.

Five-eighths per cent. solution or 1 in 400 formaldehyde.

4 p. c. solution..... 2 ½ oz.  
Water..... 13 ½ oz.

One per cent. solution, or 1 in 250 formaldehyde.

4 per cent solution..... 4 oz.  
Water ..... 12 oz.

**SOLUBILITY OF B. P. CHEMICALS.** Prof. H. G. Greenish (*Pharm. Jour. August 11th*) has been investigating the solubility of some of the B. P. chemicals, viz: the hologen salts of potassium, sodium and ammonium, and finds that the official statements require revision, as in all the cases examined the solubilities as given in the Pharmacopœia are below the truth. The value of the determination of the solubility of a salt in alcohol is doubtful except possibly in the case of potassium iodide which is used in the preparation of tincture.

**WATERPROOF PASTE.** Bichromated gelatine is a useful cement and may be used to paste labels to bottles or containers which may have to be exposed to the action of water. It is insoluble in hot or cold water, alcohol and ether. The *Spatula* gives the following formula for its preparation: 100 parts of gelatin is dissolved by heating with 300 parts of acetic acid, and to the solution 10 parts of glycerin is added. A solution is also made of 10 parts of potassium bichromate in 200 parts of water. When

required for use two parts of the gelatin solution is mixed with one of the bichromate solution and the paste applied in the usual manner. Only enough of the mixture should be made for the work in hand, as on exposure to light it sets to a hard, insoluble mass.

## WANTS, FOR SALE, Etc.

Advertisements under this head 50 cents each insertion. Cash must accompany order. Advertisements for "Situations Wanted" free.

Have you seen our WALLACEBURG OVALS, the finest prescription bottle in the market to-day. If you do not believe it give us a trial order and be convinced.

The SYDENHAM GLASS CO.,

of Wallaceburg, Limited.

**FOR SALE**—A No. 3 Kodak, with roll, takes pictures 3 ¼ x 4 ¼, in good order. Only reason for selling, I want to buy a larger instrument. What am I offered? KODAK. Box 683, Montreal.

**FOR SALE.**—A Drug Counter, in first-class condition, 16 in. long, body of chestnut and cherry, top of walnut, best workmanship.

Box 10,

Pharmaceutical Journal,  
Toronto.

**WANTED.**—Drug Clerk, five years' experience, wishes situation in city or country, not a graduate.

Address, Drug Clerk,  
106 Wellington-St., S.  
Hamilton, Ont.

**WANTED**—Drug Business, anywhere outside of Toronto, that is doing 15 to \$25 per day and will stand the fullest investigation. Must be first class. The west preferred.

Address, Box 11,  
Can. Pharm. Journal,  
Toronto.

**FOR SALE.**—An attractive drug business in best town in Western Ontario. Very desirable residence town. Value of stock about \$2,000. Average daily sales \$11. Everything up-to-date; no dead stock; a snap for the right man. Ill health cause of selling. Address "DRUGS," 312 Berkeley-St., Toronto.

**WANTED.**—A bright, energetic young man with from four to five thousand dollars to invest as partner in a good paying retail business in the West. Don't apply if you do not mean business. Object is to extend the present business. Apply for further particulars. "MENTHOL," care Can. Pharm. Jour.

# Are You Interested in Profit Producing Goods ?

## YOUR BUSINESS CAN BE MADE MORE PROFITABLE BY HANDLING OUR NON-SECRET REMEDIES

Every preparation is made from Prime, **First Quality Drugs**, carefully prepared by graduates of the O.C.P. under our own personal supervision.

No preparation is offered to the druggist until it has been thoroughly tested.

We recognize the important fact that patrons who prefer their own imprint on our preparations must be safe guarded as to quality and curative properties of same.

We guarantee every preparation we manufacture to be **Equal to the Best**, of any similar preparation on the market.

**Examine Carefully the following list of Fast Selling Specialties :**

Our Own Horse and Cattle Food,	Celery Compound,
Royal " " " Spice,	Aromatic Laxative Compound,
Our Own Poultry Spice,	Our Spring Bitters,
Buller's Heave Powders,	Dr. Rod's May Apple Syrup,
" Iron Tonic Powders, for cattle	Aromatic Cascara, 1 ½ oz. bottle.
and horses.	" Castor Oil, 3 " "
Improved Condition Powders,	Compound Sprup of Hypophosphites,
Our Own Emulsion of Cod Liver Oil,	Mack's Saline, Effervescent, 2 sizes.
(Norwegian, 2 sizes.)	Salaperient, " "
Celery Tea,	Mack's Rheumatic Cure.

**WE PREPARE PRIVATE FORMULÆ**——

and would be pleased to quote prices at any time.

*MAIL ORDERS HAVE OUR PROMPT ATTENTION.*

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**THE TORONTO DRUG CO., LIMITED.**  
TORONTO, ONT.

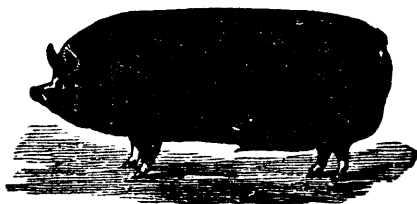


OUR OWN  
HORSE

AND

Cattle Food.

(REGISTERED.)



\$20 00  
Per Gross.

Your own imprint if preferable,  
on 3 doz. lots.

3 lb. Package, with attractive cuts thereon of Horse,  
Bull, Sheep and Hog, and full directions.

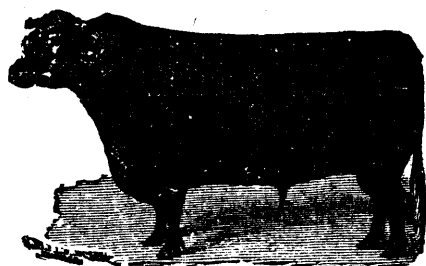
**GUARANTEE.**---We guarantee this prepara-  
tion to be prepared from purest materials, free  
from Arsenic or any other injurious ingredient.

This preparation has no superior and has won for  
itself a splendid reputation; *on its merits*, from both  
Druggist and customer.



Is your Stock Low,

If so order early.



**The Toronto Drug Co. Limited.**

TORONTO, . . . ONTARIO.

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# EMULSION

—OF—

## PURE NORWEGIAN COD LIVER OIL

with Hypophosphites of  
Lime and Soda.

---

We offer an absolutely pure article, containing 50 per cent. Norwegian Cod Liver Oil, thoroughly emulsified and sweetened, in neatly wrapped cartons, at

### A PRICE THAT WILL INTEREST YOU.

Your own imprint, if preferred, on 3 dozen lots.  
Get our prices before placing your fall order.

*MAIL ORDERS HAVE OUR CAREFUL ATTENTION*

---

**THE TORONTO DRUG CO., LIMITED.**  
TORONTO, ONT.

# Money Saved Is Money Made.



## A Few Illustrations :

Aloes Barb. (gourd)	-	12	cents per lb.
Aniseed Grd.	- -	15	" " "
Blood Root, Pulv.	- -	15	" " "
Cantharides Russ	" -	1.00	" " "
Cinchona Red	" - -	60	" " "
Cummin Seed	" - -	15	" " "
Foenugreek	" " - -	6	1-2 " "
Gentian Root	" - -	6	3-4 " "
Licorice	" " - -	12	" " "
" Compound B.P.	-	15	" " "
Lobelia Fol. Pulv.	- -	17	" " "
Nux Vomica	" - -	13	1-2 " "
Rhubarb Root Tky.	- -	1.25	" " "
Senna Leaves, Alex. Pulv.		20	" " "
Wild Chery Bark, No. 20	-	14	" " "

MAIL ORDERS HAVE OUR PROMPT ATTENTION 



THE **Toronto Drug Co** LIMITED.  
TORONTO, ONT.



# Johnson's

## Belladonna Plaster

Prepared by

### Johnson & Johnson

NEW YORK

conforms strictly to the Pharmacopea in strength and kind of drug used.

#### BELLADONNA PLASTER.—JOHNSON & JOHNSON'S FORMULA.

Belladonna gathered in proper time and season extracted with alcoholic menstruum so as to retain all soluble constituents of the drug by macero-percolation, reduced in vacuo to a semi-solid extract. Incorporated by mixing cold with plaster mass. See U. S. D., page 491.

#### Johnson's Belladonna Plaster Contains all the Soluble Constituents of Belladonna in Absorbable Form.

"After a careful test of *Johnson's Belladonna Plasters* in the Philadelphia Hospital for Skin Diseases, I find an *increased action and more immediate effect*.—  
JNO. V. SHOEMAKER, M.D.

"*Johnson's Belladonna Plaster has met with approval*. An improvement has been made in the addition of Boracic Acid to the plaster base with a view of opening the skin pores and enabling the drug to be absorbed."—*British Medical Journal*.

"I am greatly pleased with *Johnson's Belladonna Plaster*. I find it gives *quicker and better effect than any other* I have hitherto used."—DR. D. H. AGNEW, University of Penna.

The essential feature of *Johnson's Belladonna Plaster* is the use of an absorption promoting base that frees the pores from fatty matter, thus insuring reliable and increased action of the drug.

### New York Pharmacal Association's Preparations.

LACTOPEPTINE POWDER (ounce bottles.)	LACTOPEPTINE ELIXIR, Plain.
" " (½ lb bottles.)	" " Iron, Quinia and Strychnia.
" TABLETS.	" " Bismuth.
	" " Gentian and Chloride of Iron

### Arlington Chemical Company's Preparations.

Beef Peptonoids (Powder.)	Liquid Peptonoids.	Peptonoids, Iron and Wine.
Liquid Peptonoids with Coca.	Phosphagon.	Liquid Peptonoids with Creosote.

### Palisade Manufacturing Co's Preparations.

Borolyptol.	Velvet Skin Soap.
Kola-Cardinette.	Velvet Skin Powder.
Hemaboloids.	

**R. L. GIBSON, General Agent.**

88 WELLINGTON St., West.

TORONTO.



# THE Lyman Bros. & Co. LIMITED.

TORONTO = = ONTARIO.

We were awarded *SILVER MEDAL* at *PARIS EXPOSITION, 1900*, for a display of *chemicals* of *our own* manufacture. The collection consisted of the following chemicals, prices for which we will be pleased to quote at any time to the trade—

Acid Hydrobromic	Ether Nitros (Spirits) B. P.	Potassium Citrate
“ Hypophosphorous	“ “ “ Commercial	“ Iodide
“ Phosphoric	“ Sulph. 725	“ Oxalate
“ Sulphurous	“ Sulph, Aenesthetical in $\frac{1}{4}$ , $\frac{1}{2}$ and 1 lb. tins.	“ Nitrate C. P.
Ammonia Benzoate	Gold Chloride (solution)	“ Sulphate
“ Bromide	“ and Sodium Chloride	“ Sulphuret
“ Chloride Pure	Iron Arsenias	“ Tartrate
“ Hydrosulphuret	“ Bromide	Pyroxylin
“ Iodide	“ and Ammon. Tart.	Quinine (Alkaloid)
“ Magnes. Phosph.	“ “ Potassæ Tart.	“ Bisulphate
“ Nitrate	“ “ Quinine Citrate, B. P.	“ Hydrochloride
“ Oxalas	“ “ 10% and 4%	“ Phosphate
“ Salicylate	“ “ Strychnine Citrate	“ Valerianate
“ Tartrate	“ “ Strych. & Quin. Cit.	Silver Chloride
Amyle Acetate	“ Citrate	“ Nitrate Crystals
“ Butyrate	“ Dialysed	“ Nitrate Fused
“ Nitrite	“ Iodide	“ Oxide
Antimony Chloride, (Liq.)	“ Oxalate	Sodium Acetate
Arsenic Iodide	“ Perchloride	“ Amalgam
“ Tribromide	“ Phosphate	“ Arseniate
Aseptine	“ “ Scales, Soluble	“ Benzoate
Bismuth et Ammon. Cit., (Liq.)	“ Sulph. Pure	“ Bromide
“ Oxalate	“ Sulphide	“ Citrate
“ Oxychloride	Lead Iodide	“ Iodide
“ Oxy Iodide	“ Peroxide	“ Nitrate Pure
“ Salicylate	Lithium Benzoate	“ Oxalate
“ Subgallate	“ Salicylate	“ Salicylate
Caffeine Citrate	Magnes. Chloride	“ Sulphocarbolate
Calcium Sulphide	“ Phosphate	Strychnine Citrate
Camphor Monobromide	Mercuric Cyanide	“ Nitrate
Copper Bromide	“ Iodide	“ Sulphate
“ Carbonate	“ Salicylate	Sulphur Iodide
“ Chloride	“ Oxide, Yellow	Tartar Emetic
“ Cyanide	Mercurous Iodide	Zinc Acetate
“ Nitrate	“ Nitrate	“ Bromide
“ Oxide	“ Sulphate	“ Carbonate
Chloroform Pure (equal to any in the market)	Mercury Oleate 10 and 20%	“ Iodide
Collodion	Nitroglycerine Solution	“ Oleate
Ether Acetic	Potassium Carbonate	“ Sulphate
“ Butyric	“ Chloride	“ Sulphocarbolate.

The LYMAN BROS. & CO., Limited, TORONTO.