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# Canadian Druggist

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

VOL. XII.

TORONTO, JUNE, 1900.

No. 6

## Canadian Druggist

WILLIAM J. DYAS, PUBLISHER.

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Advertising rates on application

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

New advertisements or changes to be addressed

Canadian Druggist,

TRADE'S BANK CHAMBERS

61 YORK STREET,

TORONTO, ONT.

### CONTENTS:

#### EDITORIAL.

Exactitude in Compounding.  
Advice to the Business Beginner.  
Medical Supply Houses.  
Train Your Clerks.  
The Camphor Monopoly.  
A Frank Attack.  
The Sale of Liquor in Manitoba.

#### CORRESPONDENCE.

Giving Copies of Prescriptions.  
Pharmaceutical Association of Quebec.

#### TRADE NOTES

Montreal Notes.  
Personals.  
Tendered a Dinner.  
Pharmaceutical Association of British Columbia.  
Toronto Retail Druggists.  
Ontario College of Pharmacy.  
Bachelor of Pharmacy.  
U.S. Pharmacopoeia.  
University Examinations.  
South African Notes.  
Menthol Preparations.  
New Business Methods.  
No Money in it.  
Novel Uses for the Telephone.  
Valuation of Insect Powder.  
The Soda Water Fountain.  
Castor Oil.  
Get Physicians to Help.  
For the Window.  
A Publisher's Announcement.  
Extreme Cold Don't Kill Germs.  
Practical Hints on Advertising.  
FORMULARY.  
PHOTOGRAPHIC NOTES.  
Growth of Canada's Export Trade.  
OPTICAL DEPARTMENT.  
Proprietary Association of America.  
BUSINESS TIPS.  
DRUG REPORTS.

### Exactitude in Compounding.

The average Canadian druggist buys American bottles, graduates, etc., and uses them without considering for a moment that they do not comply with the requirements of the Imperial system which ought to be his guide. In filling physicians' prescriptions strict exactness should be observed, yet the druggist in Canada who fills an eight-ounce bottle, American make, when an eight-ounce mixture is called for, does not dispense the doses prescribed, as his mixture is weaker than it was intended to be. The variation in measures was quite forcibly brought to the attention of the writer by the experience of an American photographer, visiting Toronto, who destroyed several valuable solutions by using Imperial measures in attempting to compound his formulas without thinking of the difference in strength resulting.

The following comparison of fluid measures shows at a glance the difference:

|            | Apothecaries' Measure, U. S. |      | Imperial Measure British.    |          |          |       |
|------------|------------------------------|------|------------------------------|----------|----------|-------|
|            | Gal.                         | Pts. | Pints.                       | Fl. Ozs. | Fl. Drs. | Mins. |
| 1 gallon = | 1                            | 1    | 6                            | 13       | 2        | 23    |
| 1 pint =   |                              |      |                              | 16       | 5        | 18    |
| 1 ounce =  |                              |      |                              | 1        | 0        | 20    |
| 1 drachm = |                              |      |                              |          | 1        | 2.5   |
| 1 minim =  |                              |      |                              |          |          | 1 04  |
|            | Imperial Measure, British.   |      | Apothecaries' Measure, U. S. |          |          |       |
| 1 gallon = | Gal.                         | Pts. | Ozs.                         | Drs.     | Mins.    |       |
| 1 pint =   |                              |      |                              |          |          |       |
| 1 ounce =  |                              |      |                              |          |          |       |
| 1 drachm = |                              |      |                              |          |          |       |
| 1 minim =  |                              |      |                              |          |          |       |

An eight-ounce mixture U. S. measure would therefore contain 160 minims or nearly 3 fluid drachms more than the British and the doses would be about 4 per cent. weaker than was intended.

If there is any science in pharmacy the duty of its votaries should be to make it as nearly exact as possible. When the

physician prescribes 25 grains of a substance for each dose he doesn't desire the compounder to dispense 24. Yet the careless measuring of fluids may bring just such a result. The practice referred to is so common in Canada that we feel justified in drawing the attention of the trade to it as we do not think that Canadian dispensers have any desire to be less particular than those of any other country and we feel satisfied that commerce and custom are more to blame than anything else.

### Advice to the Business Beginner.

Taking it for granted that you understand thoroughly the character of the business upon which you are entering, and that general rather than specific hints will aid you, the following is tendered for your thoughtful consideration.

In buying, deal only with those of established reputation for business integrity and of good circumstances. They have too much depending on their business conduct to be induced to do you a wrong. Their circumstances will enable them to give you better bargains and to deal more leniently with you in matters of credit, and their advice and support may enable you to pull through the preliminary difficulties which all beginners have to contend with.

Be cautious in starting. Your ideas beforehand will change with your experience afterwards. The old adage of "Creep before you walk" is an apt one in its application to the business man. If obliged to give security in the form of notes, arrange to so divide them that they will not mature in such a way as to put you in the power of the holder should he seek to use it. Recollect you cannot blame others for looking after their interests if you fail to look after your own.

There are two reasons why the public will deal with you—their convenience and their confidence—therefore cater to their

convenience as they put that first, their confidence you will get if you deserve it. Study the kind of trade you can most readily obtain, and capture it if possible.

Train your clerks to be prompt in attendance upon customers, to be civil and obliging at all times, and to act for you as thoughtfully as they would were the business their own.

Be a worker yourself. Example is better than precept, and as success without effort falls to the lot of but few, we would advise the exercise of that active energy which always commands a reasonable reward. Avoid the methods of the men who buy anyhow, who sell anyhow, who collect anyhow, who pay anyhow, and who meet an ultimate settlement by a compromise anyhow.

### Medical Supply Houses.

If we were asked as to which kind of business injured druggists most—departmental stores or medical supply houses—we would be at a loss to answer. The first robs him of trade, but the second deprives him of the essence of his business—dispensing. The departmental store may use the druggists' goods as a bait to draw other trade, but the medical supply man is in business for what it is worth, pure and simple.

We cannot but feel that the rapid increase of such houses in Canada bodes ill for the future of true pharmacy, and that their prosperity indicates more than their merit.

Medicine and pharmacy should go hand in hand, and they doubtless would do so but for reasons which the drug trade has not yet seen fit to take special pains to learn.

The medical man, who has the ability to cultivate a paying practice, doesn't want, and really hasn't time, to usurp the rights of the pharmacist; and the pharmacist, who has the ability to cultivate a paying disposing business, shouldn't want to get in such a way as to alienate the professional sympathy and relationship which should exist between him and the physician. There is no doubt that faults exist on both sides and that, in addition, the overcrowded condition of both professions is largely responsible for the makeshift efforts to better their financial positions; but this feature of the case is not likely to better itself for some time to come, and meanwhile the two are drifting so far apart that the physician

will soon be a prescriber and compounder of other people's formulas, and the pharmacist a vendor of his own.

A reference to the prescription files of any druggist will reveal a prescribing system with which the pharmacopœia has but a trifling relationship, and the skill of the compounding pharmacist less.

The druggist has placidly permitted unqualified men to come in and deprive him of both his trade and his reputation. He may feel too independent to solicit the doctor's patronage yet stands aside for less capable men.

These conditions do not promote the welfare of the physician's patient. We do not believe they benefit the physician; but, we are convinced, they put money in the pocket of the supply doctor and injure the fame and prosperity of the pharmacist.

### Train Your Clerks.

There are few things that will be of greater value to the druggist than the careful training of his clerks. They may come to you well educated, and their intelligence and aptitude may be of a high order, but these alone will not secure for either you or themselves the best results which can be attained. Everything you know about your business which proves of value to you in the conduct of it will prove of value to them and to you if imparted to them by you.

A young man's manners may make his fortune, but his knowledge and use of it will be needed to make yours. One hour spent in imparting your ideas of business methods will give him a share of what you may have acquired by years of experience and reflection. The simple fact that you take personal pains to instruct him will inspire in him an interest in your business which could not be secured as well in any other way.

During your absence your clerks must represent you, and the more they know of your methods and plans the better they will do it. Show them how you want work done, then show them that you have confidence in their ability to do it, and they will soon merit the confidence you place in them.

The young man who fails to reciprocate the interest you take in him is certain to be a failure in your business, and the sooner you advise him to seek another avocation in which he can take an interest the better for both. In the training of those who are intelligent enough

to aspire to a professional position, bear always in mind that the exercise of reason rather than that of command will produce the best results. Strive always by encouragement to bring out the best that is in them and to so train them that the faculties, energies and abilities they possess may be used to your advantage and to the future prosperity of the possessor.

### The Camphor Monopoly.

As stated in our last issue, Messrs. Samuel & Co., an English firm, have secured the Formosa Camphor Monopoly for the next ten years, the only other competitors being narrowed down to Mitsui Bussan Kaisha, and Mr. Yokoyama, the latter representing a syndicate of French and Japanese capitalists.

The agreement under which the monopoly was given stipulates that Messrs. Samuel & Co. shall pay to the Formosa Government 95 yen (1 yen about 45 cts.) per picul for first class, and 85 yen for second class camphor, the government buying it in the first place at 35 yen per picul. The contract also provides that the company must place it upon the Hong Kong and London markets at certain stipulated prices, and must also furnish security to the amount of nearly 2,000,000 yen. As the production of camphor throughout the world amounts to about 6,000,000 cattiees, of which Formosa produces 5,000,000, it will be seen that both the government and the firm securing the monopoly are in a fair way to secure large profits.

The camphor exports at Japan in 1899 amounted to about 1,650 tons, valued at about \$870,000 in round numbers. There is now in the possession of the Formosa Government nearly 1,500,000 cattiees of camphor, and one of the stipulations of the contract is that the firm must take this amount first out of their hands.

It is stated that in Java, Sumatra, Borneo and Japan the supply of camphor will soon be exhausted, but in Formosa there is an ample supply for at least 80 years, and as 50 years suffices to bring a camphor tree to maturity this may be looked upon as a sort of perennial mine, provided the planting is done judiciously. All shipments of camphor will hereafter be made from the ports of Kelung and Tamsui, in the prefecture of Taihoku.

The *Ceylon Observer*, in a recent article, advocates that more attention be given to the cultivation of the camphor tree in India, and states that in the Hokgela

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**Containers**

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FROM 1 OZ. UPWARD.

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**The London Drug Co.**

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We invite your order for

**E. & Co's.  
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for which we claim every good quality.

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Our 5lb gold-lacquered cans are handsome and attractive. It sells conveniently at retail in our 1lb. bottles and 6oz Blue Magnesias.

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**GRAPE  
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**25c.**

This pleasant fruit salt is in steady demand, its merits having secured wide recognition. For an agreeable, mild aperient or to provide a pleasant cooling draft, there is nothing better than Grape Saline. Sells at 25c; costs \$1.80 per dozen.

**'DIAMOND' LYE**

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IS THE BEST ON THE MARKET. TRY A CASE **\$3.25**

Five per cent. Thirty Days.



The **Elliot & Co., Limited**

... Toronto



## On the March!

Our army of travellers go into active service again in the course of a week or two, for about the first of July they will be on the march—East, West, North and South, on a friendly invasion, with our new line for 1901.

We are able to speak almost boastfully of the phenomenal success of our last season's line, but promise you that the 1901 line will discount it by long odds; and experience of the trade has proven that a good selection of

# Staunton

## Wall Papers

offers attractions that are pleasing to your customers and profitable to you.

The new season's line has many striking and original features. Every pattern is a good one, and will help to fully maintain the high reputation the house enjoys for making and selling popular, quick-selling lines and that assure you substantial profit.

Be on the lookout for one of our men—wait until he gets to you before you place your order.

**M. STAUNTON & CO.,**

MANUFACTURERS

**TORONTO**

Gardens, the plants are growing rapidly and look healthy, and the opinion is that in the higher districts in India the tree might be cultivated to advantage.

There is no doubt that as Formosa now furnishes the chief camphor supplies of the world prices will be regulated entirely by the company holding the monopoly.

#### A Frank Attack.

An esteemed correspondent, Mr. Wm. Jackson, of Victoria, B.C., has taken us severely to task for an editorial in our last issue on the abuse of prescriptions by druggists. Mr. Jackson does not believe that the onus should be all put upon the druggist, and asserts that if the physician desires to limit the use of his prescription he can do so by writing upon it "not to be repeated," when the druggist could put the responsibility upon him in refusing to renew, and permit him to fight it out with his patient. The fact of the matter is that the shifting of the responsibility is the cause of the whole trouble, neither the doctor nor druggist having the moral courage to act as both know would be for the best. The druggist doesn't want to risk the loss of a customer by appearing more strict than custom would warrant, and the doctor doesn't want to have to fight it out with his patient, as our friend puts it. Rather than do this he takes the easier, more politic and more lucrative course of putting up his own prescriptions, as, by this means, he can absolutely control his practice without harming or wounding the feelings of anybody, except, of course, the druggist.

We do not admit we were in the slightest degree wrong in our contentions in our editorial, but must admit our appreciation of the frank manner in which our correspondent has taken us to task for our apparent going back on our own profession. Our sympathies are at all times with the druggist, but our judgment will not always act in accordance with them. We would like very much to see every doctor write his prescriptions, and have them dispensed by the druggist, yet we know that the physicians all over Canada are daily adopting a policy which cuts out the druggist from participation in their practice, except as a convenience, and we are convinced that the causes we have mentioned are very largely responsible for this state of affairs.

We will be glad to have the views of a number of our drug friends who must be

interested in this matter, and whose opinions would weigh very much in generating a policy beneficial to the trade at large.

#### The Sale of Liquors in Manitoba.

A bill has just been introduced by the Hon. Hugh J. MacDonald, Premier, in the Legislative Assembly, Manitoba, entitled the "Liquor Act," which is intended to regulate the sale of liquor in that province, or as the preamble of the act puts it, "to suppress the liquor traffic in Manitoba by prohibiting provincial transactions in liquor." The act makes the wholesale and retail druggists of the province the sole vendors of spirituous liquors, which according to the bill include "all spirituous and malt liquors, and all combinations of liquor and drinks and drinkable liquors which are intoxicating."

Two sets of licenses are to be granted, namely, "the druggist's wholesale license," and the "druggist's retail license," the former giving authority to a chemist or druggist duly registered as such under the act relating to the Pharmaceutical Association of Manitoba, to sell subject to the provisions of the act, alcohol not exceeding in quantity 10 gals. at any one time to a person for mechanical or scientific purposes, and to sell to a registered medical practitioner, and to a druggist holding a druggist's retail license, liquor not exceeding in quantity 5 gals at any one time.

A druggist's retail license entitles a duly registered chemist or druggist to sell liquor for medical purposes, and only in quantities not to exceed 6 oz. at any one time, and that only under a *bona fide* prescription from a registered medical practitioner, or if for sacramental purposes it may be sold to a minister of the gospel upon his written or printed affidavit according to a schedule which is set forth in the act.

A record of all sales either by the wholesale or retail druggist must be kept in every case in books specially prepared for that purpose. This record must state the time when sale was made, and the name and address of the person to whom it was sold.

In reference to the wholesale license it is stipulated that a holder of the license shall carry on "exclusively the business of selling drugs and drug sundries by wholesale or in unbroken packages," and that the premises shall not be opened after 7 o'clock Saturday night until 7

o'clock Monday morning, and from 8 o'clock at night until 7 o'clock in the morning on the other nights in the week.

The amount of fees charged under the act is for each druggist's wholesale license \$250, and for a druggist's retail license \$50. All applications for licenses must be accompanied by an affidavit of the applicant and two reputable persons verifying the statements made in the application, and bonds must be given by the applicant or principal for \$500, and two securities of \$250 each.

The act also provides that the building for which the license is granted must be suitable for carrying on the business in a reputable way and in conformity with the act, and the licensee must have in such business a stock of drugs to the value of \$1,000 if in a city or town, and if elsewhere of at least \$500. It also gives permission to a regular physician to give to his patients a written or printed prescription, stating in the prescription the disease for which it is given, or he may administer the liquor himself, but no such prescription is to be given except in cases of actual need, otherwise it would be held to be an evasion or violation of the act, and would be subject to the prescribed penalty.

It will be seen that the sale of liquor for domestic purposes will be confined exclusively to the wholesale and retail drug trade (permission being given to manufacturers of liquor in the province to produce the same for sale outside the province).

As this bill has only been introduced, it is probable that some amendments may be made before its final passage through the legislature, but as it has been introduced by the Premier as a Government measure, it is altogether likely that it will pass without material amendments.

A question has been raised by the Hudson Bay Co. as to the validity of the act, they claiming that under the terms of the sale of their former rights they are entitled to sell liquor without any regulation by the Provincial Government. This, we understand, will be made a test question after the bill passes the House.

#### The Sale of Liquor in the Province of Prince Edward Island.

The Legislative Assembly of Prince Edward Island has passed a bill prohibiting the sale of alcoholic liquors except for medical, sacramental, scientific or mechanical purposes. The sale will be confined to druggists, both wholesale and retail. We have not yet received a copy of the bill, so that particulars are not available.

## CORRESPONDENCE.

### Giving Copies of Prescriptions.

MR. EDITOR,—I have to take exception to the tail end of your article under the above title in the May issue of THE CANADIAN DRUGGIST. It is possibly true that some dispensers passively permit the abuse through force of habit and for gain; they may also do it to retain the goodwill of their customer irrespective of further immediate gain. Of course physicians are not like anybody else; nothing they do is through force of habit and for gain.

You say specific prescriptions should not be turned into general receipts either by the desire of the patient or consent of the dispenser. You also say that until the druggist shall adopt such a course as will enable the prescriber to carry to an intelligent conclusion, etc., etc., we shall feel privileged to justify a practice now becoming quite common, etc., etc. In this particular I think you have got the wrong sow by the ear; it needs very little intelligence to see that the physician has entirely within his power the protection of his own property, the "prescription." It is his place to protect it, and not the dispenser's, who has troubles of his own. All that is required is for the physician to write on his prescription, "Not to be repeated," or "For Mr. B— only," which should be respected as much as the directions for taking, or putting on a poison label. The patient could read, and would accept these restrictions better from his own physician than from the dispenser, who could explain the danger of taking the medicine continuously or of giving it to his neighbor, and if not satisfied let him go back to his physician and fight it out. As far as the dispensers of B.C. are concerned, we are saved from the wrath of the patient by a law which we passively obey through force of habit and for gain. The patient can demand the return of the prescription, and we dare not refuse. Once upon a time we had a medico who was a member of our Provincial Parliament, and who in his wisdom (?) introduced a clause in the act making the prescription the property of the patient. That settled it. Why did he not introduce a clause compelling the physician to give the patient a written prescription instead of mixing the dose in his own office? Also a clause making it illegal for the physician to use private

formulas so contracted as to prevent any but one dispenser from being able to understand his prescriptions. Should like to see further comment under above title.

Yours truly,

W. JACKSON.

Victoria, B.C., May 25, 1900.

### Pharmaceutical Association of Quebec.

The annual meeting of the Pharmaceutical Association of the Province of Quebec was held in Laval University, Quebec, June 12, under the presidency of Mr. A. Robert. A number of Montreal members were present. The following gentlemen were elected to council for the ensuing two years: Messrs. J. Cantin, J. Lachance, R. W. McMichael, A. B. J. Moore, J. T. Picotte, of Montreal, and J. C. Sullivan, of Richmond. Messrs. J. R. W. Williams, of Three Rivers; J. E. Dube and H. Willis, Quebec; C. J. Covernton, J. E. Tremblay, and A. J. Lawrence of Montreal, remain in office, as members of the council for another year.

A handsome bronze statue was presented from the Pharmaceutical Association of the Province of Quebec to Mr. Alex. Larue, of Quebec, for his valuable services rendered to the association at different times, but more especially during the sessions of the Legislature of 1898 and 1899. The presentation was made as a souvenir on the occasion of his recent marriage.

The election of the officers for the association will take place July 21, the council electing its own officers.

In the evening the annual banquet was held in the Chateau Frontenac, Mr. Alexis Robert presiding, and about forty members of the association, and a few invited guests.

### "For an Empire."

If there is one name more than another that ranks high amongst the lovers of art, especially in matters of Christmas cards and holiday novelties, it is that of Raphael, Tuck & Sons.

The imprint of this firm means excellence of design and harmonious decoration. Their collection for 1900 1901 is comprehensively Imperial, and will certainly be appreciated throughout the length and breadth of the Empire.

Messrs. Warwick Bros. & Rutter are Canadian representatives of this house, and their travellers will have a full line of

samples, from which a selection can be made. The "Empire" series will undoubtedly be the general favorites for the coming season, and the dealer who makes this a specialty cannot go astray.

### Optical Students.

The following students have just completed a course in optics at the Canadian College of Optics, under the instruction of Dr. W. E. Hamill:

W. C. T. Bethel, Pembroke.

W. J. Aelick, Manitowaning.

J. D. Bower, Perth,

Major Kelley, Meaford.

A. H. Humphries, Arthur.

H. S. Hamill, Garden Hill.

The Canadian College of Optics will hold its next regular course early in September. Students purposing attending are advised to go over the work by a correspondence course during the hot weather. If you are interested write to Dr. Hamill, 11 King street west, for fuller particulars.

### Staunton's New Samples.

On another page M. Staunton & Co. announce the starting away of their travellers with their 1901 line of wall paper samples, and promise the trade a bigger and a better selection of popular quick-sellers, in splendid designs and color effects, than they have ever had the pleasure of starting their men out with. They say, "the 1901 line will discount last season's by long odds." THE CANADIAN DRUGGIST readers to a man will, no doubt, see the Staunton line before placing an order for wall papers for the new season's trade.

We call the attention of our readers to the advertisement of the W. A. Lyon Co., of this city. This firm is acknowledged by all to be one of the most progressive companies in the photographic supply business in Canada. They are now of thirty odd years' standing. The first of February, 1899, the new company was formed, and it took over the management of the old business and added extensively to their premises.

This year they have gone into the manufacturing of hand cameras, and have termed them the very appropriate name of "Instimo," which means, as explained to us, *instantaneous and time*. They have utilized all their experience and put in all the best points of all known cameras, so that "Instimos" in the future may be reckoned on as leaders.

Again, knowing that the demand for cameras requires the very cheapest and the very best, therefore "Instimos" vary in price from \$1.50 to \$50. If our readers intend purchasing a camera, we would advise them to see the "Instimo."

# DON'T SELL NON-SECRETS

Unless you have confidence in the goods  
and the house that manufactures them.

# DON'T EXPERIMENT--MAKE SURE

Our formulæ are old friends  
and have proven satisfactory

*We are the Pioneers*

*We Lead*

*Others follow*

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**"STEARNS' QUALITY"**

IT COUNTS

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**OUR GOODS ARE RIGHT**

**OUR PRICES ARE RIGHT**

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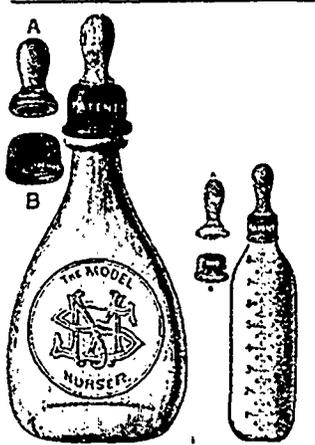
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The Model Nurser  
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LYMAN'S  
PURE INSECT POWDER

is being put up in Quarter Pound, Half Pound and One Pound Cartons, as well as in bulk. Every retailer will appreciate being able to buy a Pure Powder, put up in a handsome carton, ready to hand to a customer at simply an advance on cost of bulk to cover cost of package.

Insect Powder Guns

HELLEBORE ROOT

Our Own Powdering

This being an unpleasant article to handle, you will be glad to know that we put it up in Quarter Pound, Half Pound and One Pound Cartons

SUMMER SELLERS

- Lyman's Lightning Fly Paper
- " Mosquito Oil
- " Syrup of Blackberry and Jam. Ginger
- " Magnesia Citrate
- Log Cabin Root Beer

PETROLATUM, in 5 oz. Screw Cap Bottles

ISHAM'S WATER

BURKHART'S VEGETABLE COMP.

CONDITION POWDERS

We make a Specialty of  
Mixing Special Formulas

The LYMAN BROS. & CO. Limited

Wholesale Druggists, TORONTO

Bennett's  
Drug

Will Save Time and Waste  
Cabinet

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

PRESERVES DRUGS

The drawers have a lip at the top, making them

DUST AND INSECT PROOF

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

DEFIES MICE AND WORMS

Cabinets containing 50 drawers, 4 x 4 1/2 x 10, made in oak, with bronze pulls, only

**\$15.00**

Cabinets supplied any style or size. Apply to the patentee and manufacturer--

J. S. BENNETT

70 Sheridan Avenue - - TORONTO

USE

WOOD ALCOHOL

- For Sponging FEVER PATIENTS to reduce temperature.
- For Rubbing and Massaging to EXCITE DULL CIRCULATION.
- For BURNING in SPIRIT LAMPS under Chaffing Dishes, Tea Urns, Tong Curlers, and Bath Cabinets.
- For CLEANING Windows, Jewellery, and Precious Stones.
- For DISSOLVING Shellacs, Gums, or Smelling Salts.
- For every use to which Methyl Spirits has been put.



MANUFACTURED SOLELY IN CANADA BY

The Standard Chemical Company, Limited,

Factories: FENELON FALLS,  
DESERONTO, ONT.

GOODERHAM BUILDING,  
TORONTO.

## Trade Notes.

H. W. Hardy & Co. are opening a new drug store at White Horse Rapids, B.C.

The business of the Nyassan Medicine Co., Ltd., of Truro, N.S., is being wound up.

R. W. McClung has purchased the drug business of C. F. Oke, Crystal City, Man.

A. G. & H. E. Davis have purchased the drug business of Charles E. Jones, Victoria, B.C.

O. Brault has purchased the drug business of C. M. Desislets, St. Denis st., Montreal, Que.

A. J. Matheson has purchased the drug business of McLaughlin & McEwan, O'Leary, P.E.I.

H. Reynolds, of the Medical Hall, Wellington street, Point St. Charles, is opening a branch drug store in Montreal.

Rowland & Galbraith have opened a new drug store at 285 Gerrard street E., two doors from Parliament street, Toronto, Ont.

Fire destroyed the chemical warehouse of Tellier, Rothwell & Co., St. Dizier street, Montreal. The entire stock was a complete loss.

The Hudson's Bay Company have opened a drug department in their block of stores in Winnipeg, Man. Charles W. Campbell, formerly with Cairnewes & Lawrence, London, Ont., is manager.

### Montreal Notes.

Mr. Edmond Giroux, jr., proprietor of the "Pharmacie Nationale" on St. Lawrence street, is over his difficulties and will continue the business in his own name.

It is reported that Mr. L. A. Baridon, of St. Catharines, corner of St. Denis street, has sold out his pharmacy to a licentiate at present residing in St. Hyacinthe, P.Q.

It is thought that Dr. Kerry, a son of one of the founders of the Pharmaceutical Association may be induced to accept the position of lecturer on Materia Medica at the Montreal College of Pharmacy vacant by the death of Dr. T. D. Reid. Dr. Kerry is lecturer on pharmacognosy at McGill Medical College and is a licentiate of the Pharmaceutical Association of this province and has had a

vast amount of practical experience in handling drugs in the laboratory of Messrs. Kerry, Watson & Co.

A resolution of sympathy for the family of the late Dr. T. D. Reid, professor Materia Medica and Dean of the Faculty of the College of Pharmacy, was passed at the annual meeting of the college.

Mr. Deselet, of St. Denis street (opposite the end of Cherrier) has sold his business to Mr. Brault, late of St. Denis street, corner of Dorchester.

Mr. Frank Woolley, pharmacist, of Notre Dame, who was recently married to Miss Wolhans, has returned to business and looks well and hearty.

### Personals.

We regret to learn that Mr. C. E. Scarff, druggist, 2262 St. Catharine street, Montreal, met with a serious accident a few days ago when boarding a street car. He sustained a complicated fracture of the right arm.

J. E. Roy, druggist, Montreal, Que., who for a number of years has occupied the position of examiner in Materia Medica for the Pharmaceutical Association of Quebec, has sent in his resignation, as well as that of member of the Council of the association.

J. N. Woodward, druggist, Vancouver, B.C., and who was a graduate of the O.C.P. Class of '95, died May 24 at his home in Vancouver. Deceased had been ailing with consumption for the past two years, and had spent some time in California seeking relief, but without obtaining any benefit.

At the recent examinations held at Toronto University Medical College, Mr. Paul L. Scott, druggist, of Paris, Ont., and who has for some years been on the examining staff of the Ontario College of Pharmacy, succeeded in winning a gold medal. Mr. Scott and Mr. C. A. Bell divided the honors in standing at the head of the class.

Mr. Earl Richardson, who for the past five years has been on the office staff of The Lyman Bros. Co., Ltd., Toronto, on the eve of his departure for Montana was presented by his fellow employees with a gold locket and chain as a token of the esteem in which he was held. The presentation was made by Mr. Grant

Noble, who spoke in felicitous terms of the kindly feeling existing between all members of the staff.

### Tondorod a Dinnor.

(From our New Brunswick Correspondent.)

Dr. C. McQ. Avar, who has been associated with Dr. Wm. Rockwell, of Joggin Mire and River Hebert, for the past four years, and who is leaving to take up the practice of his profession at Shediac, was tendered a complimentary supper by his numerous friends and well-wishers at Como's Hotel, Jogins, N.B., on Tuesday evening, May 22.

R. Archibald, Esq., Manager Canada Coal and Railway Company, the chairman, after the toast of "The Queen" had been drunk, proposed Dr. Avar's health and presented him, on behalf of those present and others who were unavoidably absent, with a set of medical works as a memento of the pleasant relations which had existed for years, and expressed the hope that in his new field of labor he would meet with at least as much success, both professional and social, as he had here.

Dr. Avar responded briefly, thanking his friends for their good wishes, and, after the usual toasts and the singing of Auld Lang Syne and God Save the Queen, the gathering dispersed.

### Pharmaceutical Association of British Columbia.

#### EXAMINATION RESULTS.

At the recent examinations held in Vancouver on April 4 and 5 the following were the successful candidates: H. E. Davies, licentiate, F. J. McKenzie, certified clerk, and O. T. Reinhard, preliminary.

A. H. Burkell, Grad. O.C.P., J. Frankum, Grad. Mont. College Pharmacy, and R. Duckering, Grad. Pharm. Soc. of G.B., were granted registration as licentiates.

The annual meeting and dinner of the B. C. Pharmaceutical Association will be held this year in Victoria, on June 14.

### Toronto Retail Druggists.

A meeting of retail druggists of Toronto was held in the Temple Building on Thursday, June 7, to discuss commercial interests. The attendance was small, but those present decided to organize a drug section to co-operate with the Retail Merchants' Association of Canada. An adjourned meeting will be held this week, when the organization will be effected and officers chosen.

**Ontario College of Pharmacy.**

## SEMI-ANNUAL EXAMINATIONS.

The following are the results of the recent examination at the Ontario College of Pharmacy:

The John Roberts' scholarship—G. Tamblin, Whitby.

The John Roberts' medal—G. Tamblin, Whitby.

Reversion—O. R. Mabee, London.

College gold medal—G. Tamblin, Whitby.

College silver medal—P. J. Nolan, Ottawa.

D'Avignon medal (dispensary)—C. J. Dickson, Galt.

Heebner medal (pharmacy)—O. R. Mabee, London.

Chambers' medal (chemistry)—F. W. E. Keyes, Ottawa.

Fotheringham medal (materia medica)—A. A. Lister, Brantford.

Scott medal (botany)—B. F. Souch, Bowmanville.

## THE HONOR LIST.

Honor list (in order of merit)—G. Tamblin, Whitby; P. J. Nolan, Ottawa; F. W. E. Keyes, Ottawa; J. A. Scott, Tavistock; A. Litter, Forest; O. R. Mabee, London; A. A. Lister, Brantford; Ernest Hayes, Ingersoll; L. C. Wilson, Collingwood; J. C. Mills, St. Mary's; R. E. Young, Walkerton; Wm. Teeter, Hamilton; D. M. Ross, Treherne, Man.; V. F. Kincaid, Brockville; W. H. Wiles, St. Mary's; C. D. Clendenan, Guelph; A. H. Box, Renfrew; J. B. M. Hodgins, Ottawa; N. E. Suddaby, Berlin; B. F. Souch, Bowmanville; T. G. Patterson, Toronto; J. A. Simpson, Chesley; A. E. Roberts, St. Thomas; J. W. T. Collins, Manitoba; A. C. Symmes, Ottawa; H. H. Wallis, Paris.

## THE PASS LIST.

Pass list in alphabetical order—J. M. Adams, Drayton; A. G. Brown, Toronto; H. D. Biden, Amherst, N.S.; T. E. Caldecott, Toronto; C. E. Chambers, Toronto; M. A. Collett, Toronto; Charles Collins, Niagara Falls; C. F. Covernton, Montreal; W. H. Crossley, Peterboro'; C. V. Connelley, Paris; W. F. Davidson, Toronto; F. H. Dennis, Toronto; E. R. Des Rosiers, Ottawa; C. J. Dickson, Galt; R. A. Douglas, Markdale; S. W. Fisher, Toronto; H. B. Gourley, Ottawa; L. Gourley, Galt; W. J. Graham, Ottawa; R. W. Grieve, Sault Ste. Marie; A. E. Helmer, Ottawa; H. S. Hamill, Port Hope; O. H. Hewitt, Penetang;

W. A. Hertel, Hamilton; E. H. Hunt, Pakenham; C. D. Kerr, Ottawa; R. S. Lang, Ottawa; H. C. Layman, Kingsville; E. A. Labonte, Montreal; V. Le Doux, Montreal; F. J. Lee, Rockwood; A. E. Le Francois, Toronto; J. H. Lines, Hanover; T. J. Leitch, Toronto; A. Mack, Rodney; E. R. Mahon, Woodstock; S. J. Manchester, Ottawa; F. W. Marlatt, St. Thomas; W. McK. Messer, Bluevale; F. J. Mitchell, Strathroy; H. G. Mitchell, Stratford; H. L. Mitchell, Stouffville; T. J. W. Mitchell, Toronto; O. J. McDougall, Point Edward; Walter McKay, Port Colborne; F. L. McIntyre, Grand Valley; E. B. Ostrom, Alexandria; R. C. Post, Trenton; W. T. Rapley, Strathroy; E. A. Rea, Stratford; H. J. Rea, Toronto; F. A. Rutherford, Chatham; A. A. Schiedel, Bridgeport; E. G. Seyler, Waterloo; John Shurie, Trenton; C. B. Smith, Orangeville; S. K. Smith, St. Mary's; R. R. Stepler, Strathroy; James Tasse, Ottawa; J. W. Thompson, Toronto; F. L. Traynor, Carleton Place; C. N. Wheatley, Guelph; A. E. Woodroffe, Woodstock; E. J. Wollard, Lindsay; J. G. Wright, Toronto Junction; J. F. Webb, Newmarket; H. E. Yeomans, Mount Forest; H. T. Yeung, Toronto.

Completed—Passed in separate subjects—B. R. Budgeon, Allandale; F. L. Houghton, Toronto; S. M. Tarrant, Pictou; A. E. Williams, Hamilton; H. S. Young, Toronto.

Passed in part subjects—Chemistry—E. H. Allen, Kingston. Dispensing, prescriptions, materia medica, botany—H. S. Begg, Kingston; E. A. Dickson, Exeter. Dispensing, prescriptions, chemistry, botany—A. C. Douglas, Collingwood. Dispensing, prescriptions, chemistry, materia medica—C. H. Duncan, Millbrook. Dispensing, chemistry, materia medica, botany—Wm. Enony, Stouffville. Dispensing, prescriptions, chemistry, materia medica—G. W. Ferrer, Toronto. Dispensing, pharmacy, materia medica, botany—J. P. Taylor, Lindsay.

Owing to the delay in announcing the results of the examinations of the Ontario College of Pharmacy, the examinations conducted by the University of Toronto for the degree of Bachelor of Pharmacy were postponed until Friday, May 25.

Too much talk and too little work is responsible for the non-success of many a man.

**Bachelor of Pharmacy.**

The following have passed the examination for the degree of Phm.B. Thirty-four graduates presented themselves for this examination, all of whom succeeded in securing the coveted Phm.B.: A. H. Box, A. G. Brown, T. E. Caldecott, W. H. Crossley, F. H. Dennis, C. J. Dickson, S. W. Fisher, A. E. Le Francois, H. B. Gourlay, G. W. E. Hayes, W. A. Hertel, C. D. Kerr, V. F. Kincaid, J. H. Lines, O. R. Mabee, S. J. Manchester, J. C. Mills, H. L. Mitchell, T. G. Patterson, E. A. Rea, A. A. Scheidel, J. A. Scott, J. S. Shurie, F. A. Sitter, B. F. Souch, A. C. Symmes, W. Teeter, H. H. Wallis, J. F. Webb, C. N. Wheatley, W. H. Whiles, A. E. Woodroffe, J. G. Wright, H. E. Yeomans.

**U.S. Pharmacopœia.**

## COMMITTEE OF REVISION.

The eighth decennial convention for the revision of the United States Pharmacopœia was held at Washington, D.C., commencing May 7, President, D. H. C. Wood, in the chair. The report presented by the committee showed that as a result of publishing the work on its own account a surplus of \$12,000 was on hand, notwithstanding the fact that the Pharmacopœia is sold at \$250 per copy, as against the former price of \$400.

The convention has decided on two innovations, viz., the introduction of doses, in which will be given the *average* dose of the preparations and also admitting proprietary remedies into the Pharmacopœia.

It is intended to form the convention into a permanent organized body, which will be duly incorporated.

The following officers were elected:

President, Dr. H. C. Wood, Pennsylvania.

First vice-president, Dr. A. B. Prescott, Michigan.

Second vice-president, Dr. O. A. Wall, Missouri.

Third vice-president, Dr. Reynold W. Wilcox, New York.

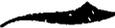
Fourth vice-president, Dr. N. S. Davis, Illinois.

Secretary, Dr. H. M. Whelpley, Missouri.

Assistant secretary, Dr. W. G. Mattle, District of Columbia.

Treasurer, Dr. W. M. Mew, United States Army.

Trustees: S. A. D. Sheppard, Massachusetts; A. E. Ebert, Illinois; W. S. Thompson, District of Columbia; Chas. Dohme, Maryland; Geo. W. Sloan, Indiana.

WRITE US FOR A 

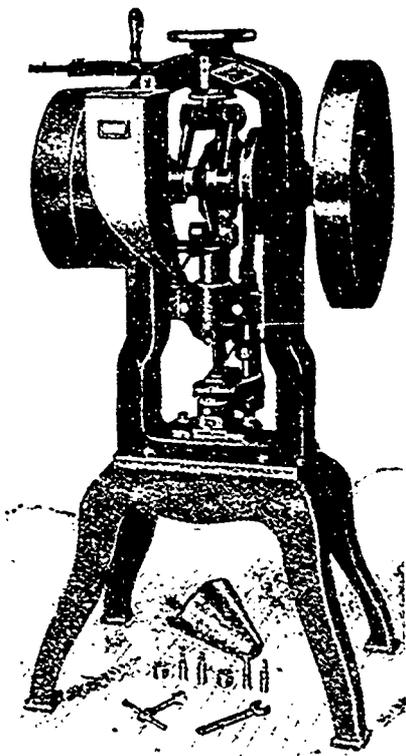
**Wilson's** **FLY** **Window**  
**PAD** **Display**

Equally attractive day or night, and will largely increase your sales of this profitable article. Demand larger than ever.

**Archdale Wilson & Co., - Hamilton**

WHOLESALE DRUGGISTS

**COLTON'S IMPROVED SINGLE PUNCH TABLET MACHINE**



*Excels  
Them  
All...*



Simple and Reliable Adjustments for regulating both the weight and pressure of tablet, without the use of wrenches; Perfect Alignment of Punches. How easy to adjust lower punch flush with the top of die; Its convenience in extracting shoe and other parts; The increase of power with our toggle equipment and its capability of compressing at the rate of 120 tablets per minute.

These are a few of the good qualities of importance which embody our SINGLE PUNCH TABLET MACHINE, the merits of which we Absolutely Guarantee.



**Arthur Colton**

MANUFACTURER OF

Pharmaceutical Machinery

DETROIT, Mich., U.S.A.

**1900**

The FLY CATCHER for this year is

**Indian**  
**Fly Trap**

**BECAUSE:**

IT can be carried about without danger of soiling dress or fingers.

IT can be hung up.

IT is not an unsightly, sticky sheet but a prettily shaped placque.

ITS manufacture is a HOME INDUSTRY.

70 per cent. profit to the Druggist.  
Of all Wholesale Houses.

**JOHN HISLOP & CO**

28 Lemoine Street, MONTREAL.

# For An Empire !



June, 1900.

## To Our Friends

**T**HE dauntless spirit of our times cannot fail to leave its impress upon individual thoughts and aspirations. It necessarily influences our personal ideals, our various actions.

It is doubtless due in part to this influence that our own ideals have already outstripped the Kingship of the Christmas and New Year Card trade bestowed upon us by the unanimous voice of Press and Public these many years back, that mere regal sway contents us no more, that we aspire to a still loftier pinnacle; in short, that we have begun to sigh for the Imperial Diadem and are making a bold bid "For an Empire" in the world of Art.

And truly it is an Imperial Collection of New Century Christmas and New Year Cards, Calendars, Gift Books, Toy Books, and Art Novelties in general that we have created for season 1900-1, and which we unhesitatingly bring forward in support of our claim.

1,200 entirely new sets of cards embodying some three thousand individual designs may well be deemed an "Empire" creation for a single season, and ranging as these do over upwards of 100 separate and distinct styles, the achievement, an unprecedented one even in our annals, becomes still more remarkable.

We hope to make the greatest "Art Empire" the world has ever seen, and privileged as all the world is to share in the benefits attendant on the expansion of this Empire, we venture to hope not only for your cordial recognition of our claim, but for your valued and constant support of our policy, to enable us to worthily carry on the labours and burdens of an Empire weighted with vast responsibilities, but fraught with so much that is ennobling and elevating to mankind.

---

Our Travellers Will Wait on You Shortly.

---

Raphael Tuck Sons Co., Limited  
LONDON, PARIS, NEW YORK.

WARWICK BROS. & RUTTER  
TORONTO

### University Examinations.

The following are the papers submitted at the recent examinations at Toronto University for the degree of Bachelor of Pharmacy:

\*DEPARTMENT OF PHARMACY.

#### PRACTICAL DISPENSING.

Examiner: CHAS. F. HEBNER, PH.G., PHM.B.

NOTE.—Candidates will dispense the following preparations with neatness, accuracy, and dispatch, labelling and finishing the medicines, as if designed for patients. The order and cleanliness in which each dispensing desk with its stock of utensils is left, will be rated.

DANIEL GEDDES.

R. Hydrargyri oxidi rubri ℥j.  
Glycerini ℥iv.  
Amyli ℥i.  
Aquæ m.lx.

Misce secundum artem ft. ungu.

Sig. Applicata cum frictio ad genam dextram.

MASTER GRAHAM SCOTT, GLENSIDE.

R. O'ei jecoris aselli ℥i ss.  
Olei menthæ p.p. gutt.v.  
Pulveris acaciæ q.s.  
Aquæ ad ℥iv.

M. ft. mist.

S'g, Capiat coch. med. ex. cyatho lactis post prandium et cœnam quotidie, et mitte Emp. Epispastic. q. s. extende in emp. adhes. et pone post aurem sinistrem hor. somni.

JAMES KEMPTHORNE.

R. Pulv. opii o.065.  
Acidi tannici o.098.

Fac pil. et mitte tales undecim.

Sig. Una hora decima matutina et hora septima vespertina sumenda.

MISS HEENE RUTLEY.

R. Camphoræ gr. xvi.  
Pulv. rhei gr. xxiv.  
Pulv. opii gr. ij.

Misceantur bene ft. pulvis et mitte in chartas octo.

Sig. Exhibe unam omn. hor. quadrante donec leniatur dolor.

#### PRACTICAL CHEMISTRY.

Examiner: GRAHAM CHAMBERS, B.A., M.B.

1. Detect the acid in substance marked "A."
2. Detect the base in substance marked "B."

3. Detect the acid and base in substance marked "C."

4. Detect the acids and the bases in substance marked "D."

#### INORGANIC AND ORGANIC CHEMISTRY.

Examiner: GRAHAM CHAMBERS, B.A., M.B.

1. Explain the meaning of the following terms: (a) basic salt; (b) carbohydrate; (c) ester; (d) tertiary alcohol; (e) phenol; (f) amide. Give an example of each.

2. What is meant by Mendelejeff's classification of the elements? Illustrate your answer by reference to lithium, sodium, potassium, rubidium and caesium.

3. Write an account of the chemistry of lead and its medicinal compounds.

4. Illustrate by chemical equations the following reactions:

(a) Ammonium nitrate heated.

(b) Hot strong sulphuric acid on mercury.

(c) Nitric acid on silver.

(d) Ferric chloride treated with hydrogen sulphide.

(e) Solution of potassium hydroxide treated with chlorine.

5. Describe one method of preparation for each of the following compounds: Ethyl nitrite, ferric sulphate, mercuric chloride, hydrogen sulphate, red phosphorus.

6. Write the structural formulæ of the following organic compounds. Ethyl acetate, aniline, phenol, resorcin, phenyl acetamide, glycerine.

7. Give a short account of the chemistry of the paraffins.

#### MATERIA MEDICA, ETC.

Examiner: J. T. FOTHERINGHAM, B.A., M.B., M.D., C.M.

1. Expand into full Latin and translate into English, the following abbreviations: S.A.R., ph. pr. conc., vas. vitr., cyath, vinar., hor. viii. a vespert.

2. Give the maximum doses of the following preparations: acet. scillæ, extr. bellad. inf. digitalis, mist. sennæ co., sp. camphoræ, ol. phosphoratum, tr. nuc.vom. tr.rhei, tr. hyoscyami, tr. calumbæ, ac. mur. dil., ac. carbol., vin. ipecac., pulv. ipecac. co., syr. chloral.

3. Write notes on the *Glucosides* and *Chlorophyll* as common plant-constituents.

4. Give source, habitat, active

principle, and therapeutic action of croton bean, strophanthus seed, valerian root, assafœtida, and spanish fly.

5. Write full *Materia Medica* notes on *Cinchona*.

6. Describe a normal sample of *cubeb berries*, distinguishing it from three other drugs with which it might possibly be confounded.

#### PHARMACOGNOSY.

Examiner: J. T. FOTHERINGHAM, B.A., M.B., M.D., C.M.

1. Name the gross specimens submitted, giving their numbers.

2. Name the microscopic specimens submitted, with their numbers.

3. Oral, in both.

#### PRACTICAL PHARMACY.

Examiner: FRANKLIN T. HARRISON, PHAR.D.

1. LIQUOR AMMONII ACETATIS.

Ammonium carbonate . . . . 50 grammes.  
Acetic acid } of each a sufficient  
Distilled water } quantity.

Dissolve the ammonium carbonate in ten times its weight of distilled water; neutralize with acetic acid; add sufficient distilled water to produce one thousand cubic centimeters of the solution.

*Test*.—A little of the solution, heated in a test tube to expel carbonic anhydride, should be neutral or only slightly acid to test papers.

Prepare 100 " of solution of ammonium acetate by the above B. P. formula.

2. Determine the strength of the tincture of iodine submitted, using  $\frac{N}{10}$  volumetric solution of sodium thiosulphate.

Make the report as follows:

Tincture of iodine taken . . . . .

$\frac{N}{10}$  solution of sodium thiosulphate used . . . . .

Grammes of iodine in 1000 " of tincture . . . . .

3. Find the specific gravity of substance submitted.

#### PHARMACY AND PHARMACEUTICAL CHEMISTRY.

Examiner: FRANKLIN T. HARRISON, PHAR.D.

1. Give critical notes on the preparation of the following: Syrup of phosphate of iron with quinine and strychnine, solu-

tion of bismuth and ammonium citrate, lead plaster.

2. Give the official name and enumerate the ingredients entering into the following preparations. Elixir of vitriol, black draught, spirit of sal volatile, Donovan's solution.

3. Say in what way and from what cause the following preparations are liable to differ from the standard of strength and purity given in the B.P. and state briefly how such difference may be indicated: Mercurij ointment, light magnesia, precipitated sulphur, arsenical solution.

4. Tincture of opium. Say how it is prepared. Give outline of process of assay and state clearly manner of standardization.

5. Outline a process for the assay of an alkaloidal drug which also contains tannin and a fixed oil.

6. Incompatibility. Classify and define. Are the following substances incompatible and if so in what way, if any, may such incompatibility be overcome?

(a) Mucilage of gum acacia and tincture of ferric chloride.

(b) Iodine and strong solution of ammonia.

(c) Arsenical solution and solution of strychnine hydrochloride.

(d) Pyrophosphate of iron and diluted phosphoric acid.

7. Syrupus ferri iodidi—

Iron, in wire. . . . . 25 grammes.

Iodine. . . . . 83 "

Refined sugar. . . . . 825 "

Distilled water, a sufficient quantity.

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

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

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

(Fe=55.6. I=125.9.)

## BOTANY.

Examiner: A. Y. SCOTT, B.A., M.D., C.M.

1. Write short notes on phyllotaxy—dichotomy—chlorophyll—pollen—metabolism.

2. How is a fruit formed? Classify fruits. Compare the fruit of a raspberry with that of a strawberry.

3. Trace fully the development of the

ovule of a phanerogam. How does the ovule of a conifer differ from that of an Angiosperm?

4. State how algae agree with and differ from fungi.

5. Describe fully the nutritive and reproductive processes in the mosses.

6. Compare the structure of the stem of a fern with that of a dicotyledon.

## PRACTICAL BOTANY.

Examiner: A. Y. SCOTT, B.A., M.D., C.M.

1. Specimens A and B. Describe and compare.

2. Specimen C. Refer to its order, giving reasons for so doing.

3. Specimen D. Describe fully.

4. Microscopic. Draw and describe the sections.

## PRESCRIPTIONS.

Examiner: CHAS. F. HEBNER, PH.G., PH.M.B.

1. Translate the following prescriptions:

(a) R. Quininae sulphatis, grana sedecim;

Strychninae sulphatis, grana duas quintas partes;

Acidi hydrochlorici diluti, minima octoginta;

Tincturae zingiberis, drachmas duas et dimidiam;

Tincturae cardamomi compositae, drachmas duas cum semisse;

Syrupi, sesunciam;

Aquae unciam et drachmas duas.

Misce secundum artem fiat mistura.

Signatura. Coch. parv. ex cyatho aquae p. c. sumendum.

(b) R. Cinchonae cort. cont. ʒij

Coque in aquae purae ʒxvj

Adjice sub finem coctionis

Serpentariae radice cort. ʒij

Stent per horam et colaturae adde

Spt. cinnamomi ʒiiss

Acidi sulphurici diluti ʒiiss

Signa. Cyathus mane iterumque hora ante prandium stomacho vacuo sumendus.

2. Give average adult dose, also average dose for child three years of age, of each of the following: (a) Hydrargyri perchloridum, (b) tinctura opii, (c) syrupus ferri iodidi, (d) spiritus ammoniae aromaticus, (e) tinctura rhei composita.

3. Expand and translate the following: (a) H. S., (b) O. N., (c) Emp. Lyth., (d) P. M., (e) F. L. A., (f) P. C., (g) Bis. ind., (h) M. D. S.

4. Translate the following: (a) sexagesima pars horae; (b) pro ratione aetatis; (c) ad quartem vicem; (d) Aluta; (e) In lagenam bene obturata; (f) medicus; (g) balneum calidum.

5. In an half-litre mixture having an aqueous menstruum, how much of each of the following salts can be dissolved: (a) potassium chlorate; (b) acidum boricum; (c) ammonium chloride; (d) sodium bicarbonate; (e) iodine; (f) salol; (g) potassii tartaras acidus.

6. Criticise the following prescriptions; point out cases of incompatibility, where they occur; and state if the mixtures can be satisfactorily dispensed, and give method:

(a) R. Paraffini molle 30°  
Zinci oxidi 4°  
Glycerini 5°  
Tragacanthae 5°  
M. ft. ung.

(b) R. Argenti nitratis ʒj  
Aqua font. Oj

Solve ft. lotio.

(c) R. Liq. hydrogenii dioxidi ʒj  
Potass. permanganatis gr. L.  
Aquam ad ʒ3j

Mice ft. lotio.

(d) R. Copaiba  
Tinct. ferri perchlor. aa 100  
Glycerini 200  
Syrupi 500  
M. ft. mistura.

(e) R. Potassi iodidi ʒj  
Spt. aetheris nitrosi ʒj  
Tinct. ferri perchlor. ʒiiss  
Tinct. gentianae compositae ʒiiss  
Glycerini ʒss  
Aquam ad ʒiv.

M. ft. mist.

7. Write dispensing notes on the incorporation of alkaloids with fatty bases, as in the preparation of ointments, suppositories, liniments, etc.

## The Indian Fly Catcher.

This is a new article which has been introduced by Messrs. J. Hislop & Co., Montreal, manufacturers of The Indian Catarrh Cure, which has obtained a remarkably large sale in a short time.

The "Fly Catcher" should prove an equally good selling article. It is made of a thin cardboard or rather compressed pulp, of circular shape, and coated with an adhesive or "sticky" composition. It is designed to be hung up, thereby doing away with the annoyance of having an unsightly mass of flies in an exposed place.

**CANADIAN  
MILITARY  
PATRIOTIC**

# School Blanks

**ABSOLUTELY  
DISTINCTIVE  
AND ALONE**

Our line of Scribblers and Exercise Books for the new school term is one full of interest for every bookseller, stationer and druggist. Twenty-five new designs have been added to the best of last season's covers. Each is a work of art in color, representing some popular military, patriotic or Canadian event, interpreting the spirit of the day. Nothing so elaborately beautiful, attractive and catchy has ever before been prepared in Scribbler and Exercise Books. Some of the special ones are :—

**THE YOUNG HERO**

**THE MEN BEHIND THE GUNS**

Copyright song "The Man Behind the Gun" on back cover.

**"OUR BOBS"**

Lord Roberts' arrival at Modder River. Biography of Lord Roberts on back cover with cut of Lord Roberts' son, Lieut. H. C. Roberts, V.C., who fell mortally wounded at Tugela River, December 15, 1899.

**SONS OF THE EMPIRE**

Copyright song "Sons of the Empire" on back cover.

**SOLDIERS OF THE QUEEN**

Copyright song "Soldiers of the Queen" on back cover.

**WHEN JOHNNY CANUCK COMES HOME**

Copyright song "When Johnny Canuck Comes Home" on back cover.

**THE MAPLE LEAF FOREVER**

With pictures of Canadian Officers.

**OUR HEROES**

Union Jack Design, with groups of Canadian Soldiers. Copyright song "Johnny Canuck's the Lad," and also copyright song "Soldiers of Canada" on back cover

**KIMBERLEY**

Pictures of Defenders and Chief Officers of Relieving Army on front cover. Story of seige and relief on back cover.

**LADYSMITH**

Pictures of Defenders and Chief Officers of Relieving Army on front cover. Story of seige and relief on back cover.

**THE HERO OF MAFEKING**

Life-like Picture of Major-General Baden Powell on front cover. Story of seige and relief of Mafeking and sketch of Baden-Powell on back cover.

**CANADA WAS THERE**

On front cover, Charge of Canadians at Sunnyside, from actual photograph. Copyright song "Young Canada Was There" on back cover.

A display of these in window and counter in time for the Fall school term will mean a big grist of business to your store.

Travellers are now on the road with samples. Be sure you see them.

Complete Catalogue with telegraph code sent on application.

**MAIL ORDERS RECEIVE CAREFUL AND PROMPT ATTENTION.**

## W. J. GAGE & CO.

LIMITED

PUBLISHERS, WHOLESALE AND MANUFACTURING STATIONERS

54, 56, 58 Front Street West,  
1, 3, 5 Piper Street,

- Toronto, Ont.

# "SEE MY WRITING"

"I revel in my freedom. Compare it with the first you saw from my pen." So writes a teacher from North Simcoe who spent a term with us last summer. We can develop good business writers because we have two of the best penmen in the country on our staff. We are quite as strong-handed in every other department.

ENTER ANY TIME. NO VACATIONS.

Special Summer Term from July 3rd. Our circulars explain, write for them.

## CENTRAL BUSINESS COLLEGE TORONTO

W. H. SHAW, Principal

**Sea Bathing** is one of the aids to health not to be had in inland districts, yet all the invigorating, refreshing results can be had by using

# Surf Sea Salt

in your bath at home.

Retail Price—5 lb. Package—15 Cts.  
Wholesale Price on Application.

TORONTO SALT WORKS  
TORONTO, ONT., IMPORTERS

## TOWLE'S \* Pennyroyal

FOR FEMALES.

AND

## \* Steel Pills.

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

PREPARED ONLY BY THE SOLE PROPRIETORS.

**E. T. TOWLE & CO.**

Nottingham, England.

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

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

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

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

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



Gold Medal presented by His HOLINESS POPE LEO XIII. to M. ANGELO MARIANI for Benefits derived from VIN MARIANI.

**THE POPULAR TONIC**

# VIN MARIANI

(MARIANI WINE)

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

Body of PORTRAITS & ENDORSEMENTS SENT FREE  
MARIANI & CO. 52 West 15th St. N.Y.

Recommended by all who try it.

Written endorsements from 8000 doctors



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

Lawrence A. Wilson & Co.  
MONTREAL,

Sole Agents for Canada.

## New Sauce and New Chutney.

Formula for East Indian Paste Sauce.

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

Formula for Apple Chutney.

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

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

**ONE DOLLAR.**

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

**WILLIAM BOWEN, CHEMIST,**

MOMBASA, British East Africa.

## British Business Chances

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

FREE INSERTION  
in "Commercial Intelligence," to the Editor

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

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

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

# JOSEPH E. SEAGRAM

Waterloo, Ontario.

MANUFACTURER OF

# ALCOHOL

Pure Spirits

Rye and Malt Whiskies

"OLD TIMES" AND "WHITE WHEAT"

## Work no More



until you have read this. For ten cents we will send to any pharmacist not already a subscriber, the Spatula for three months and a handsome copper plate engraving entitled "The Doctor," or "The Druggist's Wife," or 32 illustrated ads. ready for immediate use. For one dollar we will send to any one not already a subscriber, the Spatula until January, 1901, and a book of 1,300 druggists' shop labels.

**THE SPATULA,**

10 1/2 Oliver St., Boston

**W**E would be very glad to supply the Drug Trade and Medical Profession with our Catalogue of Fine

## Pharmaceutical Specialties....

Our Standard Fluid Extracts will compare with products of any other Laboratory on the Continent.

THE

**Martin, Bole & Wynne Co.**

Wholesale Druggists, Winnipeg, Man.

## South African Notes.

From Our Own Correspondent.

South Africa is the cynosure of the Empire—and the world; Cape Town is the metropolis thereof. It is here, then, one expects to learn how the war wages. But Cape Town can tell you nothing. Read the newspapers published in that benighted city, and you will gather that so many vessels have arrived with supplies, so many more Canadians who will either lasso or scalp the Boer, or that the Australians are sending over another lot of bushmen, but up-to-date war news—never. When there is any good news the High Commissioner sends it to the newspaper offices, who in turn issue a special, consisting of a small slip of paper, for which a charge of a penny is made, and that's how the metropolis of South Africa learns what little it is possible to learn of the progress of the war. Any other city of the Empire would grumble, situated as Cape Town is, the port from which nearly all operations are conducted, but that city has seen too much of war and other exciting moves to take anything outside actual bombardment other than the usual course of events as experienced in everyday life. The troops from all quarters of the Empire located in the vicinity have done much to impress Cape Town of its importance. The Canadians hustled round, and in turn were looked upon as rare specimens of humanity. The Africander had summed up a Canadian from the West as follows: He would ride a horse anywhere and any way; carry a lasso, gun and, last but not least, a big scalping knife. It was the latter instrument which carried such weight. No doubt they woke up in the morning fully expecting to hear of a terrible deal in scalps, and retired quite disappointed to learn such had not taken place.

Before leaving Table Bay, I visited the military hospital camps in the Cape peninsula, besides going through the ordinary military buildings which serve the same end in more peaceful times. The arrangements are by no means so perfect as magazine writers have led us to believe they would be, in their elaborate accounts written when war was only "imminent." For all that though the R. A. M. C. discharges its work in a manner highly satisfactory to all concerned. "We are looking after 'Tommy' well this time," said the officer who showed me round. "A little too much

red-tape, perhaps," he went on to say, "but other nations can look at our work—I think we still lead." On turning the thing over in my own mind, I came to the conclusion that this particular branch of the army had not done it all themselves. Prominent British ladies took up the work in a way unmistakable. So have Canadian and Australian sisters—the good, practical women that they are—and it is then that you begin to see that the ignorant orderly is sent to fill a position more congenial to his abilities and the trained Sister with common sense at her command steps in. So you see that it would be hardly fitting to go on in the old style, and the R. A. M. C., is all the better for the infusion of outside help.

Two Red-Cross trains run over the Western railroad of the Cape Colony. They consist of six vestibuled cars, the third one forming kitchen and pharmacy, while the others have been altered to meet the purpose. In the next war, trains may also be provided as part of the necessary outfit of the army; meanwhile these two trains were hurriedly fixed up by the C.G.R.R. at their Salt River works, and they answer admirably.

As I write this the vessel by which I am a passenger is riding at anchor at St. Helena. Up in the hills yonder beyond the town are located the Boer prisoners, which include Gen. Cronje (of Potchefstroom fame), and Col. Schiel. After a sojourn of four years in various parts of South Africa I am not at all sorry to kick the hot red sands from off my boots for a few months so as to enjoy a three months' holiday in the Old Country.

U.S.S. *Gaika* at sea. FINIS.  
May, 1900.

## Menthol Preparations.

The *Giornale di Farmacia* (National Druggist) gives the following formulae for menthol preparations:

## MENTHOL VINEGAR

|              | Parts. |
|--------------|--------|
| Menthol..... | 3      |
| Vinegar..... | 97     |

Mix. Use as an addition to gargles.

## MENTHOL TOOTHACHE DROPS.

|                 | Parts. |
|-----------------|--------|
| Menthol.....    | 8      |
| Chloroform..... | 8      |
| Alcohol.....    | 84     |

Mix. Impregnate cotton with the preparation and press the same into the cavity of the aching tooth.

## MENTHOL CHOLERA DROPS

|                         | Parts. |
|-------------------------|--------|
| Menthol.....            | 6      |
| Tincture of ginger..... | 8      |
| Tincture of opium.....  | 10     |
| Hoffman's anodyne.....  | 76     |

Mix. Give from 10 to 15 drops; every half-hour in Asiatic cholera.

## MENTHOL ICE.

|                   | Parts. |
|-------------------|--------|
| Spermaceti.....   | 10     |
| Paraffin oil..... | 10     |
| Menthol.....      | 10     |

Melt the spermaceti and paraffin together, and add the menthol.

## MENTHOL OIL

|                | Parts. |
|----------------|--------|
| Olive oil..... | 84     |
| Menthol.....   | 16     |

Heat together in the water bath until the menthol is dissolved.

## MENTHOL WINE.

|                    | Parts. |
|--------------------|--------|
| Menthol.....       | 2      |
| Cognac brandy..... | 6      |
| Glycerine.....     | 6      |
| Tokay wine.....    | 86     |

Dissolve the menthol in the brandy, and add the other ingredients to the solution.

## MENTHOL IN.

|                             | Parts. |
|-----------------------------|--------|
| Menthol.....                | 10     |
| Alcohol.....                | 78     |
| Stronger ammonia water..... | 12     |

Dissolve the menthol in the alcohol and add the ammonia. Use as a smelling salt.

## MENTHOL SNUFF.

|                           | Parts. |
|---------------------------|--------|
| Menthol.....              | 15     |
| Boric acid in powder..... | 30     |
| Ammonium chloride.....    | 55     |

Mix.

## MENTHOL CHLORAL

Melt together at a temperature not over 30° C. (86° F.) equal parts of menthol and chloral hydrate. Used in facial neuralgia, etc.

## MENTHOL SALVE.

|                   | Parts. |
|-------------------|--------|
| Paraffin oil..... | 5      |
| Lanolin.....      | 85     |
| Menthol.....      | 10     |

Melt the lanolin in the oil, and add the menthol.

Poverty is the only burden which is not lightened by being shared with others.—*Richter.*

A busy man's time is valuable. If you take such a man's time without good reason you are obtaining money under false pretences.

It is no trouble at all to sell goods that the public wants. But it requires genius to coax people to buy unsaleable merchandise.

### New Business Methods.

The keynote of business to-day is to give as much as possible for a dollar. The keynote of all business methods under older business methods was to get as much profit out of a sale or out of dollar as possible. The differences are as wide as midday and midnight. The competition developed by modern trade and industry has brought about the condition of things which makes it wiser and more enlightened policy for the manufacturer or shop keeper to give as much as possible for one dollar, one dime, or one cent.

The greatest merchants of to-day are those who study to give their customers all they can for the money paid to render the very best service in every possible respect; not merely to take dollars over the counter, but to see that the customer on the other side of the counter is pleased and served, and is made to feel that the seller is interested not only in the transfer of an article for a given sum, but that he is actuated by a broader and deeper motive than the mere fact of making a sale.

The whole trend of modern society is in that direction. It is an evidence of our modern progress. It is a measure of it. Mere buying and selling is an incident of life. The human mind is enlarging and comprehends that there is something else in the world besides making money and doing business. This may seem somewhat moralizing, but the principal thought to be enunciated is sound, solid business. In every industry there is a strong movement towards superiority in goods rather than to a competition in price. There is a tendency towards the establishment of a reputation for square dealings, which is pleasing and encouraging, no matter from what standpoint we look at it.—*Confect. Jour.*

### Selecting a Name.

The failure or success of an article often depends on its name.

In selecting a name, care must be exercised; think it over; consult someone about it; think how it will look in print; and whether or not it will wear.

It is not a very easy task to pick a suitable name; avoid such names as Eureka, Champion, and the like; they have been done to death because of overwork.

A name, to be successful, must be short, easily pronounced, and easy to remember; avoid, if possible, a name with the letters "u" and "n" in it; it is so easy for a printer to get those letters transposed.

Try, if you can, to get a word of not more than three syllables; a name of 12 letters is large enough.

Popularize a name by using it as much as possible; get it on all of your stationery, and give it a prominent place in your advertising.

It is surprising, but nevertheless true, that a good name will help the sale of an article; a bad name will kill a good article very quickly.

After all, there is everything in a name.—*Advisor.*

### No Money in It.

When the weather is hot there may be some excuse for a man's getting impatient—but there's no money in it. When trifling annoyances accumulate, and when a stranger comes in and inconsiderately demands all sorts of accommodations, you have a right to protest vigorously—but there's no money in it. When business is dull and the bills are coming in discouragingly fast, you have a right to grumble—but there's no money in it. When things go wrong and people are unreasonable and the boy breaks more than he is worth, you can look sour and storm around—but there's no money in it. But Puck says that the man who laughs at his troubles will after a time have nothing to laugh at.—*The Spatula.*

### Novel Uses for the Telephone.

Indianapolis telephone subscribers have made arrangements with the central office to have their telephone bell act as an alarm clock. Orders have been left there for the purpose, and the manager has a regular schedule of calls from 4.30 to 7.30 a.m. Persons who wish to take early trains out of town leave orders with the manager, and there is no danger of missing their trains. It has also frequently happened that a subscriber has left word to be called at one-hour or two-hour intervals during the night where he has had to take medicine, and much worry has been saved thereby.

Chloreton is a name given to solid acetone-chloroform ( $(\text{CH}_3)_2\text{C}(\text{OH}).\text{CCl}_3$ ).

### The Highest Pharmacy in Europe.

A pharmacy at St. Moritz, Switzerland, which is kept by an Englishman, is very high. The town is situated at a point 6,087 feet above the level of the sea. Every European language is spoken at St. Moritz, while the natives employ the Romanische, which is a kind of Russian salad of Italian, German, French and Spanish. It is remarked that at St. Moritz water boils at 90° F, and so rapidly cools again. Snow may fall there at any season of the year.—*Chem. and Drug.*

### Valuation of Insect Powder.

The value of insect powder has been found through experiments of Doward (*Rev. Int.*) to be proportional to its content of ether-soluble constituents. A good powder contains five to nine per cent. of ether-soluble substances. These may be determined by macerating two gm. of the sample in a tightly-stoppered bottle with 56 Cc. of ether, with frequent shaking during two hours, then removing twenty-five Cc. of the clear ethereal solution, evaporating to dryness and weighing the residue. Similar results were obtained by Duran, who regards 5.25 per cent. of ethereal oil and soft resin, obtained by evaporating the ether solution, as a minimum requirement. It is also demanded that the extract be free from chlorophyll. The degree of fineness of the powder has also considerable influence on its effect.—*Apoth. Ztg.*

### Do Everything Well.

Be content with doing one thing at a time. Do that thing well. Try to do it better than it was ever done before by yourself or anyone else. Apply this rule to advertising, window and department trimming, etc. Advertise well, display well. Catch the eye. Convince the mind. Sell the goods.

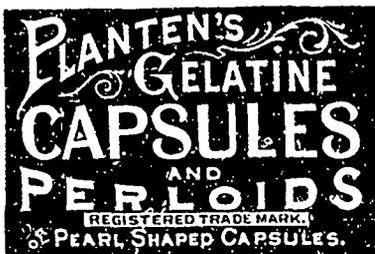
### Treat Them Well.

When a customer gets the worth of his money he patronizes you again. He is likely to speak well of you; at least he will not speak ill. But if he gets the worst of the transaction, or, more properly speaking, if he does not get the worth of his money, he becomes aggressive, and turns other possible customers from you.

# Why it is so Popular

We import a select Cascara Bark We do our own grinding. We do not add any foreign purgative or Cathartic. It is the Extract from the bark alone, made in such a way as to be most agreeable to the taste. Possessing the full medicinal strength—twice that of some, equaling any. **IN PRICE** no higher than the cheap grades. Consult your own interests by proving the truth of these statements. Specify **AROMATIC CASCARA**, made by

THE—  
**Mackenzie Snyder Company** Limited  
785 Yonge St., TORONTO.



MANUFACTURED BY  
**H. Planten & Son**  
ESTABLISHED 1830  
NEW YORK  
SPECIAL PRICES for EXPORT  
Correspondence Solicited

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

**H. Planten & Son** (Established 1830) **New York**  
"Pioneer American Capsule House"

— WE IMPORT —

# Castor Oil

and

# Linseed Oil

in car lots direct from the producers, also

# Turpentine

in tanks (white enameled inside) direct from Savannah.  
Prices and samples cheerfully furnished.

We are strictly independent of any monopoly or combination. Druggists will find it to their advantage to communicate with us when in the market for any of the above lines.

# Atlantic Refining Co.

Cor. Jarvis and Esplanade Sts.

**TORONTO**

# SPECIALTIES

**SPONGES**—All kinds 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 "Elephant Cham-oi," 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 25¢ and cartons at 10¢.  
**TALCUM POWDER**—Perfumed, at 65¢ per doz., or \$7.00 gross. Full size tin.  
**SUSPENSORIES**—A full line at popular price. None better and none cheaper.  
**FLORIDA WATER**—As good as the best. 15¢ and \$1.75 doz.  
**TRUSSES**—The lines of the Ottawa Truss and Surgical Co., Limited  
**RUBBER GOODS**—Everything the Druggist requires at popular prices  
**SPONGE CABINETS**—Silent salesmen. Display the stock and keep it nice and clean.  
**CORKS**—In this line we are CORKERS.

**SAUNDERS & EVANS**  
30 Wellington St. E.

# Roll Holders

# Roll Wrapping Paper

WHITE AND MANILLA

White and Blue Powder Paper

TOILET PAPER  
DRUG ENVELOPES  
STATIONERY

**Canada Paper Co., Limited.**  
Toronto and Montreal

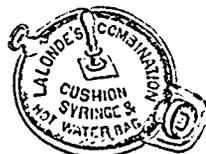
# Wheat Marrow

AN IDEAL FOOD FOR  
INVALIDS, INFANTS, OLD PEOPLE

Is Nutritious, easily digested, and satisfying. Prepared from the Choicest Winter Wheats.  
Physicians recommend it. Patients like it.  
All druggists should keep it in stock.

Manufactured by  
**The Express Roller Mills**  
Wm. Mack, Proprietor. CORNWALL, ONT

# LALONDE'S AUTOMATIC COMBINATION CUSHION SYRINGE



and Hot-Water Bag.

This Syringe is used while in a sitting posture, and has been pronounced by physicians and patients as superior to any other make, and very effective in bowel, nasal and vaginal ailments. Retail at \$3.50, \$5.00 and \$6.00 each. Complete with all attachments. It will pay druggists to introduce it to their doctors and customers.

**J. LALONDE,**  
Sole Manufacturer. 955 St. Catherine St.,  
**MONTREAL**

HIGHEST AWARDS

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

ORDER

JOHN BOND'S 'CRYSTAL PALACE' MARKING INK

AS SUPPLIED TO THE ROYAL HOUSEHOLDS

THE ORIGINAL



AND GENUINE

Has maintained the lead for nearly a century, with an ever increasing sale at home and abroad, and is by far the

CHEAPEST, BEST, AND LARGEST SALE

GIVEN AWAY

and enclosed with every 6d. and 1s. Bottle, a voucher entitling purchasers to their Name or Monogram RUBBER STAMP for Marking Linen or Stamping Paper; also free with enlarged 1s. Blue Wrapper Ink and an improved Linen Stretcher.

IMPORTANT CAUTION

When ordering through the wholesale please state clearly John Bond's "Crystal Palace" Ink required.

Manufactory: 75 SOUTHGATE ROAD, LONDON, ENG., N.

Wholesale Agents—

EVANS & SONS (Limited) MONTREAL and TORONTO (Can. and VICTORIA (British Columbia

LITTLE'S PATENT FLUID SHEEP DIP AND CATTLE WASH

NON-POISONOUS

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

Superior to Carbolic Acid for Ulcers, Wounds, Sores, etc.

Removes Scurf, Roughness, and Irritation of the Skin, making the coat soft, glossy and healthy.

Removes the unpleasant smell from Dogs and other animals.

"Little's Sheep Dip and Cattle Wash" is used at the Dominion Experimental Farms at Ottawa and Brandon, at the Ontario Industrial Farm, Guelph, and by all the principal Breeders in the Dominion; and is pronounced to be the cheapest and most effective remedy on the market.

17 Gold, Silver, and other Prize Medals have been awarded to "Little's Sheep and Cattle Wash" in all parts of the world.

Sold in large Tins at 75c. Is wanted by every Farmer and Breeder in the Dominion.

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Sole Agent for the Dominion.

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



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

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Advertisement for Johnson's Belladonna Plaster, including the product name, manufacturer (Johnson & Johnson), and a list of testimonials from medical professionals and hospitals.

## The Soda Water Fountain

As the season is now on when the owner of a soda water fountain expects to reap his harvest, we have collected from various sources a number of formulae for syrups, ices, etc., which may prove valuable to many of our readers:

### CREAM FOR SODA FOUNTAIN.

|            |       |
|------------|-------|
| Egg.....   | No. 1 |
| Sugar..... | pd. 1 |
| Milk.....  | pt. 1 |

Mix, and strain if necessary.

### ICE CREAM.

|                   |        |
|-------------------|--------|
| Cream.....        | pt. 3  |
| Milk.....         | pt. 1  |
| Sugar.....        | oz. 12 |
| Ext. vanilla..... | dr. 4  |

Dissolve the sugar in the cream and milk; strain and freeze. When nearly finished add the extract of vanilla.

### COFFEE EXTRACT.

|                                   |         |
|-----------------------------------|---------|
| Mocha coffee.....                 | pts. 4  |
| "Old Government" Java coffee..... | pts. 8  |
| Rio coffee.....                   | pts. 4  |
| Glycerin.....                     | pts. 3  |
| Water.....                        | enough. |

The coffee should be freshly roasted and reduced to a moderately fine powder. Put into a vessel provided with a tightly-fitting cover, and pour over it 10 parts of boiling water to which the glycerin has been added. Put on the cover and close tightly. Now wrap the vessel in a blanket or felt, to preserve the heat as long as possible, and set away in a warm place one hour and a-half. At the expiration of this time pack into a percolator and exhaust with boiling water until 32 parts of percolate are obtained.—*National Druggist.*

### COFFEE SYRUP.

|                       |        |
|-----------------------|--------|
| Mocha coffee.....     | ½ lb.  |
| Java coffee.....      | ½ lb.  |
| Boiling water.....    | 1 gal. |
| Granulated sugar..... | 10 lb. |

Boil together, or pass through a suitable filter coffee-pot, until 1 gallon of infusion is obtained; let it settle and add the sugar.

### TEA SYRUP.

|                     |           |
|---------------------|-----------|
| Good black tea..... | 3 ounces. |
| Boiling water.....  | 1½ pints. |

Pour the boiling water on the tea in a porcelain or earthenware vessel, cover closely, and infuse five minutes. Pour one pint of this infusion (adding more water if necessary to make up the measure) through a coarse straining cloth, without pressure. In this dissolve one

and a-half pounds of granulated sugar by agitation. For "iced tea" take one ounce of this syrup, one-quarter ounce fresh lemon syrup, two teaspoonsful powdered sugar, two spoonsful crushed ice, one slice lemon. Draw on soda with coarse stream, stir with spoon, and serve in large glass.

### SOLUTION OF ACID PHOSPHATES

|                            |          |
|----------------------------|----------|
| Potassium phosphate.....   | 50 grs.  |
| Magnesium phosphate.....   | 160 grs. |
| Sodium phosphate.....      | 50 grs.  |
| Calcium phosphate.....     | 240 grs. |
| Ortho-phosphoric acid..... | 8 ozs.   |
| Water, to make.....        | 128 ozs. |

### KOLA PHOSPHATES.

|                               |        |
|-------------------------------|--------|
| Fluid ext. kola.....          | ½ oz.  |
| Soluble essence lemon.....    | ¼ oz.  |
| Essence vanilla.....          | 3 drs. |
| Solution acid phosphates..... | 1 oz.  |
| Comp. extract taraxacum.....  | 2 ozs. |
| Syrup, to make.....           | 1 pt.  |

### WILD CHERRY PHOSPHATE

|                                 |         |
|---------------------------------|---------|
| Syrup strawberry (juice).....   | 6 ozs.  |
| Syrup lemon.....                | 1 oz.   |
| Fresh infusion wild cherry..... | 1 oz.   |
| Acid tartaric.....              | 2½ drs. |

Dissolve the acid in the infusion and add with the lemon syrup to the syrup of strawberry. Serve without foam in thin mineral glass.

### EGG PHOSPHATE.

|                      |           |
|----------------------|-----------|
| Orange syrup.....    | 1 oz.     |
| Pineapple syrup..... | 1 oz.     |
| One egg.....         |           |
| Acid phosphates..... | 6 dashes. |
| Lemon juice.....     | 6 dashes. |

Shake, strain and add soda water, using a fine stream freely. Sprinkle mace on top.

### KOLA CELERY TONIC

|                           |         |
|---------------------------|---------|
| Fluid extract kola.....   | ½ oz.   |
| Port wine.....            | 1 pt.   |
| Tincture celery seed..... | 2 ozs.  |
| Raspberry juice.....      | 4 ozs.  |
| Fruit acid.....           | 1½ ozs. |
| Syrup.....                | 1 gal.  |

Use one ounce of this syrup in eight-ounce mineral glass one-third full of crushed ice. Serve "solid" with straws.

### GRAPE SHERBET.

|                    |          |
|--------------------|----------|
| Sherbet syrup..... | 1 oz.    |
| Grape juice.....   | 1 oz.    |
| Ice.....           | ¾ glass. |

Fill with soda. Mix and decorate with fruits.

### MINT SYRUP

|                    |        |
|--------------------|--------|
| Oil spearmint..... | 30 m.  |
| Simple syrup.....  | 1 gal. |
| Soda foam.....     | 1 oz.  |
| Evergreen, q. s.   |        |

Cut the oil with a small quantity of alcohol and add to the syrup. Color a light green with methylene blue, dissolved in water and add the foam.

### MINT TULIP.

|                                   |           |
|-----------------------------------|-----------|
| Loaf sugar.....                   | 4 cubes.  |
| Extract mint.....                 | 10 drops. |
| Prepared milk, 1 dessertspoonful. |           |
| Hot soda sufficient to fill cup.  |           |
| Whipped cream, 1 tablespoonful.   |           |
| Grated nutmeg, q. s.              |           |

### FROTHING MIXTURE.

|                             |         |
|-----------------------------|---------|
| Gum arabic, granulated..... | 4 ozs.  |
| White of eggs, fresh.....   | 4       |
| Cold water.....             | 12 ozs. |

Dissolve the gum in the water and add the egg. Two or three ounces of this mixture to each gallon of syrup.

### GINGER PUFF.

|                    |             |
|--------------------|-------------|
| Ginger syrup.....  | 1 oz.       |
| Lemon syrup.....   | 1 oz.       |
| Cream.....         | 1 oz.       |
| Whipped cream..... | 1 spoonful. |

Fill the glass with ginger ale, stir, and top off with whipped cream, or almond cream. Serve with straws and paper napkin.

### GINGER MINT

Prepare a syrup as follows:

|                            |             |
|----------------------------|-------------|
| Peppermint essence.....    | ½ oz.       |
| Ginger essence.....        | 1 to 2 ozs. |
| Water.....                 | q. s.       |
| Syrup, enough to make..... | 32 ozs.     |
| Magnesium carbonate.....   | ½ oz.       |

Mix the peppermint intimately with the magnesium carbonate, add two ounces of water, mix again, filter, and add through filter enough water to make two ounces of filtrate. To the latter add the remaining ingredients. Serve like ginger-ale syrup.

### FRUIT NECTAR.

|                        |        |
|------------------------|--------|
| Raspberry syrup.....   | 1 pt.  |
| Grape-juice syrup..... | 1 pt.  |
| Raspberry vinegar..... | 2 ozs. |

Serve in mineral water glass.

### RASPBERRY WINE SYRUP

|                         |        |
|-------------------------|--------|
| Raspberry wine.....     | 8 ozs. |
| Acid phosphates.....    | 4 drs. |
| Gum foam.....           | 4 drs. |
| Simple syrup, q. s..... | 8 pts. |
| Coloring, q. s.         |        |

Mix thoroughly.

### BANANA SYRUP

Cut the fruit in slices and place them in a jar; sprinkle with sugar and cover the jar, which is then enveloped in straw and placed in cold water, and the latter is heated to the boiling point. The jar is then removed, allowed to cool, and the juice is poured into bottles.

### BANANA CREAM.

|                    |               |
|--------------------|---------------|
| Shaved ice.....    | ½ tumblerful. |
| Banana syrup.....  | 2 fl. ozs.    |
| Cream of milk..... | 8 fl. ozs.    |

Shake well, add a few pieces of banana, and fill with soda water, using the fine stream, and serve in a 12 oz. tumbler with a spoon and straws.

**CHOCOLATE SYRUP.**

Best chocolate ..... ½ lb.  
Gelatin..... 3 ozs.  
Water..... 4 pints  
Sugar..... 7 lbs.

The chocolate and gelatin are dissolved in the water by boiling, and then the sugar is added and stirred until dissolved; or:

Chocolate..... ½ lb.  
Glycerin..... 12 fl. ozs.

Heat together on hot water bath until the chocolate is melted, constantly stirring, and then add enough syrup to make 1 gal. The syrup must be added in small portions at first, under constant stirring, and the result will be a superior syrup. Extract of vanilla may be added if it is desired to further improve the taste.

**COCA MALT SYRUP.**

Extract malt..... 4 ozs.  
Coca cordial..... 1 oz.  
Cherry syrup..... 10 ozs.

Mix. Trim with fresh cherry.

**COCA MALT PHOSPHATE SYRUP.**

Extract malt..... 4 ozs.  
Coca cordial..... 1 oz.  
Syrupy phosphoric acid..... ½ dr.  
Lemon syrup..... 10 ozs.

Mix. Trim with sliced lemon.

**LACTO MALT SYRUP.**

Extract malt..... 4 ozs.  
Vanilla syrup..... 8 ozs.  
Fresh cream..... 4 ozs.

Trim with grated mace.

**GINGER BEER SYRUP.**

Tincture ginger..... ½ fl. oz.  
Tincture lemon..... 2 fl. drs.  
Tartaric acid..... 1 dr.  
Syrup..... to make 20 fl. ozs.

A tablespoonful of this to a tumblerful of water.

**ORANGE STREAM.**

Shaved ice..... ½ tumblerful  
One egg  
Vanilla syrup..... 1 fl. oz.  
Orange syrup..... 1 fl. oz.  
Ice cream..... 1 tablespoonful.

Add a few dashes of bitters, rum and orange extract. Fill the glass nearly full of cream, shake well, grate a little nutmeg on top, add a little soda water—using fine stream—and serve with spoon and straws.

**MARSHMALLOW SYRUP.**

Rock-candy syrup..... 7 pts.  
Powdered gum arabic..... 10 drs.  
Orange-flower water..... 4 ozs.  
Citric acid..... 4 drs.  
Water..... q. s. add 1 gal.

**CHERRY SYRUP.**

Cherry juice..... 1 gal.  
Water..... 1 gal.  
Sugar..... 24 lbs.  
Citric acid..... 3 ozs.

Or the cherry juice may be mixed cold with three to five times its volume of simple syrup and citric acid in the pro-

portion of forty to sixty grains in one pint of syrup.

**ORANGE FRAPPE.**

Glass half full fine ice.  
Tablespoonful powdered sugar.  
Juice of one orange.  
Two dashes lemon juice.  
Dash raspberry syrup.

Fill with soda and stir well, strain into a mineral glass, and serve.

**BLACKBERRY FRAPPE**

Juice of 1 lemon.  
Blackberry syrup..... ½ oz.  
Raspberry syrup..... ½ oz.

Fill a 14-ounce glass two-thirds full of shaved ice. Shake well, don't strain, ornament with fruit and use real straws.

**CHOCOLATE FRAPPE**

Frozen whipped cream..... } q.s.  
Shaved ice..... }  
Chocolate syrup..... 2 ozs.

**STRAWBERRY WATER ICE.**

Strawberry juice..... 2½ pts.  
Simple syrup..... 3½ pts.  
Water..... 3 pts.  
Juice of one lemon.  
Orange flower water..... ½ dr.  
Carmine..... 15 dps.

**RASPBERRY WATER ICE.**

Raspberry juice..... 1½ pts.  
Lemon juice..... ½ pt.  
Simple syrup..... 3 pts.  
Water..... 3½ pts.  
Carmine..... 10 dps.  
Caramel..... 10 cps.

Mix and freeze and serve as directed.

**PINEAPPLE WATER ICE.**

Pineapple juice..... 1 pint.  
Pineapple juice..... 2½  
Juice of two lemons.  
Syrup..... 3  
Water..... 4

**LEMONSHERBET.**

Lemon juice..... 2  
Simple syrup..... 4  
Water..... 6  
White of one egg.

Mix and freeze.

**CHOCOLATE AND MILK.**

Chocolate syrup..... 2 ozs.  
Sweet milk..... sufficient.

Fill a glass full of shaved ice, put in the syrup and add milk until the glass is almost full. Shake well and serve without straining. Put whipped cream on top and serve with straws.

**EGG AND MILK.**

One egg, 1 ounce Catawba syrup, 2 teaspoonsful of ice, milk q.s., shake and strain.

**EGG SODA**

One egg, ½ ounce lemon and vanilla syrup, 1-ounce pure cream, 2 teaspoonsful shaved ice, shake and strain.

**ICE-CREAM SHAKE.**

One egg, 1 ounce marshmallow syrup, small quantity of ice-cream.

**LIME-JUICE FLIP.**

One egg, 1½ ounces lemon syrup, 2 teaspoonsful of lime juice, 2 teaspoonsful of ice; shake and strain.

**EGG CHOCOLATE.**

One egg, 1 ounce chocolate syrup, 1 ounce of sweet cream, 2 teaspoonsful of ice; shake and strain.

**KOLA PHOSPHATE.**

Fluid extract kola..... 1 oz.  
Soluble essence lemon..... ½ oz.  
Comp. tinct. vanillin..... 6 drs.  
Acid solution phosphates..... 2 ozs.  
Rock candy syrup to..... 32 ozs.

**SODA MINT MIXTURE.**

Many people suffer from hyperacidity of the stomach, particularly during the spring and summer, when considerable quantities of fruit and vegetables are eaten. The most agreeable form in which to give an antacid is in the shade of soda mint dissolved in carbonated water, formulas for which are given below:

1. Sodium bicarbonate..... 2 drs.  
Arom. spt. ammonia..... 1 dr.  
Peppermint water..... 8 ozs.
2. Sodium bicarbonate..... 2 drs.  
Sugar..... 2 drs.  
Arom. spt. ammonia..... 15 ms.  
Peppermint water..... 8 ozs.

**ORANGE CHOCOLATE.**

Extract vanilla..... 1 oz.  
Orange-flower water..... 2 oz.  
Chocolate syrup..... 1 gal.

Serve with cream in a soda glass.

This was supplied to the Spatula by L. W. Marshall, as well as the two following:

**ALMOND CHOCOLATE.**

Extract almond..... 4 dr.  
Chocolate syrup..... 1 gal.

Serve with cream in a soda glass.

**ORANGE FERRONE.**

Elixir iron phosphate..... 6 oz.  
Elixir gentian..... 8 oz.  
Vanilla syrup..... 8 oz.  
Raspberry syrup..... 1 pt.  
Orange (fruit) syrup..... 2 pt.

Serve plain, using 2 ounces to a 12-ounce glass.

**Egg Lemonade.**

Break one egg in soda glass.

Lemon syrup, 1½ ounces.

Six or seven dashes of lemon juice.

Dash of shaved ice.

Shake well; add soda, pass from one glass to another, and serve.

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—2 Henry VI., iv. 2.

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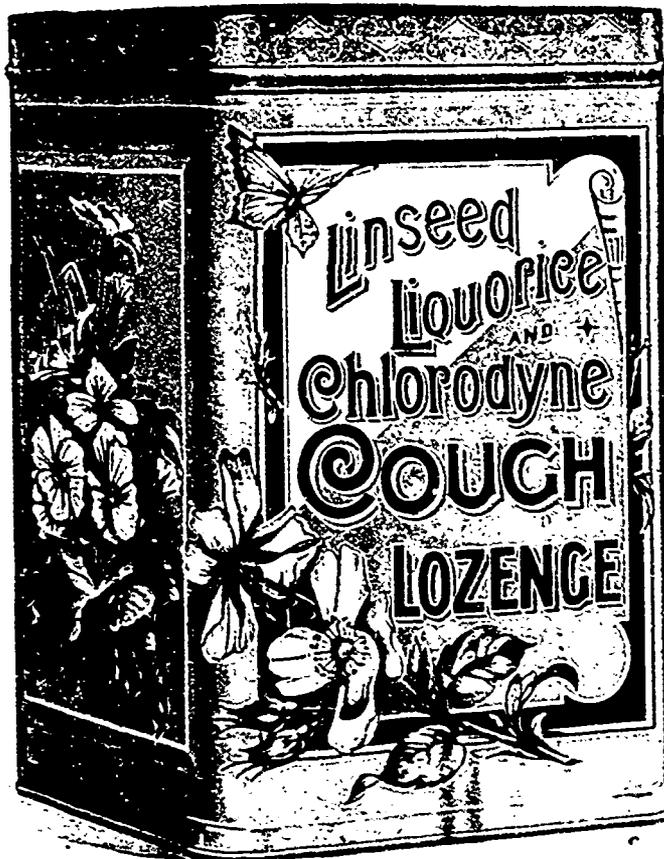
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Castor oil is generally extracted from the seeds of *Ricinus communis* (Linn.) of the order Euphorbiaceae, but other species of the genus are also used.

After flowering *Ricinus communis* forms a seed which contains 40 per cent. of oil when husked. Its native country is India, where are also cultivated *Ricinus viridis* (Willd), *Ricinus ruber* (Rumph), *R. Americanus*, *R. inermis* (Jacq), *R. lividus* (Willd), and *R. Africanus*, and perhaps others. Although India possesses nearly a monopoly of the castor oil farming, the Antilles, North America, Algeria, and more recently Italy, press large quantities of home grown seeds.

The Egyptians were well acquainted with the castor oil plant, and yet its cultivation is a thing of comparatively recent date. The oil is thick and transparent, and nearly colorless, and has a feeble taste, which becomes acrid and biting in old oils.

Besides its use in medicine, castor oil is used by the soapmaker in enormous quantities for the manufacture of glycerine toilette soap, and with potash gives a hard soap, in which respect it differs from other vegetable oils. Blown oil is simply castor oil oxidised by hot air, and is used for the preparation of varnish. This oxidised oil is insoluble in spirit, and miscible with petroleum. Another important use of castor oil is in Turkey red dyeing. It is also used as an illuminant and a lubricant, as well as in the dressing of leather.

The seeds of *Ricinus communis* attain a length of about half an inch, by a third of an inch in width. The shape is ovoid with one side slightly depressed, while the other bears a longitudinal ridge. This ridge forks towards one end of the seed, and at the other it ends in a depressed pentagonal umbilicus. The husk is brown with grey dots. The seed of the *Ricinus americanus*, grown in the Mauritius, only differs from this description in having a nearly black husk, and the grey scarcer and paler. The seed of *Ricinus inermis* is less flattened than that of *Ricinus communis*, and the ridge is not so marked, while the umbilicus is covered with a reddish-brown skin with light brown spots. *Ricinus viridis* seeds from the Congo are smaller, the ridge is not so well marked, and the opposite side is depressed little or not at all. The umbilicus

is blackish and almost triangular in shape. The husk is greenish brown, and abundantly spotted with light grey.

The seed is enveloped in a parchment like skin consisting of polygonal cells. It can easily be removed after a soaking in water. Under it is another skin, very thin, but very hard, and consisting of sclerenchyma. The germ lies in a very abundant albumen, the parenchymatous and very thin walled cells of which contain oily drops, together with crystals and aleurone grains.

*Cultivation of Ricinus communis.* The seed is sown at the beginning of April, and sometimes even in March, if the weather permits. The sowing is done like that of maize in a light damp soil free from excess of clay. When the seedlings are of some size, and show from four to six leaves, they are transplanted and then cultivated like beetroot. As soon as the plant has grown enough, a first hoeing is done, and a second directly after flowering. The soil must be kept loose and moist. When the vegetable has reached its full growth and the summer heat has been sufficient, a single root may yield from 1 to 1½ kilos of seed. Too great dryness is injurious, although the plant shelters itself with its leaves, and in South America will reach a height of 23 feet.

As soon as the seed is ripe, the plant is cut down. The yield is said to be 700 or 800 per cent., and in Virginia to be 150 gallons of oil to the acre.

The seeds give 24 per cent. of husk, and 69 per cent. of kernel. The husk contains fibres, resins and gums, and the kernel contains about 50 per cent. of oil with mucilaginous, starchy and albuminous matters.

*Extraction of the oil.* As castor oil was first prepared on a commercial scale in India, and as the chief market of it is still at Calcutta, it will not be amiss to begin by describing the various extraction methods employed in India.

Three methods of preparation are in vogue at Madras, but they are all very primitive. One consists in roasting the seeds, then crushing them with four times their volume of water, boiling up, and skimming the oil from the surface and stirring with a wooden spoon. The oil is finally decanted from the liquid, which is boiled up again the next day. The second lot of oil is better than the first, and is kept separate. The second process is to boil the seed in water, and then

dry it for two or three days in the sun, and then to boil as above. In the third method, the seeds are soaked in water over night and then ground in a mill, and finally pressed. The oil got in this way is mostly used for lighting and technical purposes. Experiment has shown that these processes give an inferior yield to the simple one of crushing between rollers and cold pressing, the difference being 36.5 per cent. as against 27.32 per cent., and the oil being clear instead of turbid and dirty. In Bengal there is a habit of partly roasting the seeds on a stove, and then crushing them in a mortar, and heating the result, husks and all, with water in an earthen pot. The seeds are covered with water to a depth of about three inches, and as it evaporates the oil rises to the surface. The vessel is then taken from the fire, allowed to cool, and exposed to the sun. The oil is then skimmed off, and heated gently to drive off the water, and to make the dirt settle to the bottom. Another process consists in boiling the seed with water till soft, drying and crushing them. The yield is then 33 per cent with Chmalza seed, 37.5 per cent. with Gohm ma seed, and 31 per cent. with Fugar seed.

Women are sometimes employed to clean the seeds in Calcutta. They spread them on the table and break them into two or three pieces with a wooden mallet. The separated kernels are dried in the sun, and the oil is then pressed from them. The oil is then exposed to the sun in iron pans galvanized inside, to be bleached. If this method fails the oil is heated and filtered through felt after having been decolorized with animal charcoal.

The presses for extracting the oil are sometimes heated. This method ensures a greater yield of oil, but the heat gives the oil a disagreeable smell, and makes it turn rancid quickly.

Decorticating machines are often used to husk the seed. They are first sorted into four sizes by sifting, and each size goes through a different machine. The husked seeds are often ground before pressing. In any case, the oil has to be heated after pressing to dry it, and to coagulate mucilaginous bodies which it contains. The operation is carried out in a copper pan, and great experience is necessary in order to recognize the exact leaving off point, from the appearance of the deposit, the color of the oil, and the

cessation of visible connection currents. The oil is then filtered. Most of the advantages of hot pressing, without its drawbacks, are secured by keeping the presses in a hot room, and letting the ground seed stay in the same room for twenty-four hours before pressing.

The mucilaginous bodies in the expressed oil are best coagulated by stirring up the oil with boiling water. The temperature is then high enough for the purpose without being high enough to injuriously affect the oil. Filtration is also simplified, as when the mixture is allowed to stand most of the impurities collect in the underlying water, and the supernatant oil can be drawn off very nearly clear. The subsequent filtration is thus much more rapid than would otherwise be the case.

The oil thus obtained, although very limpid and very pure, is still colored, the tint being an amber, often verging on green. This inconvenience is got rid of by bleaching the oil in the sun.

Castor oil has a specific gravity of .9-.964 at 15 deg. C., the density varying by .00065 for each degree. The oleorefractometer index is +43 deg. The oil freezes at 18 deg. C., and the saponification point is 181. The iodine number is 84.4, that for the fatty acids being 86-88. The bromine number is .559, and the acetyl number is 153.4.

Castor oil mixes with alcohol in all proportions, and is soluble in glacial acetic acid. It also dissolves in twice its weight of 90 per cent. alcohol, and in four times its weight of 84 per cent. alcohol. It is easily saponified, and gives a white, transparent soap. Its predominant fatty acid is ricinoleic, stearic, and palmitic only occurring in small quantities. According to Hazura and Prussner, the ricinoleic acid is associated with an isomer, ricinisollic acid. Castor oil boils at 264° C., and when it is distilled the distillate contains venanthol, oenanthylic acid, and acrolein. Heated with caustic potash it gives caprylic and methylonanthalic alcohols, with sebacylate of potash, producing a highly characteristic smell. Other characters are the high specific gravity, and its solubility in petroleum ether. When mixed with other oils, it increases their solubility in alcohol.

According to Draper, its presence in other oils may be known by heating the oil to be tested with a little nitric acid, neutralizing with carbonate of soda, and again heating. If castor oil has been

present, the characteristic odor of oenanthylic alcohol will be developed.—*Les Corps Gras Industriels. (Translated for Oils, Colours and Drysalteries.)*

### Get Physicians to Help.

By CHARLES G. KLINE.

The only way possible to secure and retain the physician's support is to be a pharmacist in every sense of the word, and then to treat the physician in a commonsense sort of way. We will never secure it by keeping up "a howl" about the doctors dispensing. We must recognize the fact once and for all time that they have a legal right to dispense all the medicine they want to in their own practice. They will always dispense more or less as long as they live, the quantity depending greatly on how we treat them.

We have no legal or moral right to prescribe unless we happen to have a medical diploma, and in that case the other physicians would very likely want to patronize a druggist who is not an M.D. No sensible physician objects to our giving relief doses for headache or colic, if we have sense and knowledge enough to give the proper thing, what they have a right to object to is our attempting to treat the causes.

We should do everything possible to encourage their writing prescriptions. We should show them that we have the stock of drugs and chemicals necessary, and that we always fill their prescriptions just as they want them filled. Grant them the freedom of the store. Let them come behind the prescription case and in the laboratory if they are so inclined; occasionally invite them to, if they are diffident or have a feeling of delicacy about it. Let them see us filling their prescriptions or manufacturing our tinctures, elixirs, etc. It won't shake their confidence in us if we are what we claim to be; but instead it will be an object lesson that they will remember when handing a patient a prescription and hearing the oft-repeated query, "Where shall I take it?"

If a prescription for elixir bromide potassium (Jones) is received, it doesn't do anybody any good to fly off at a tangent, say mean things about the doctor to his patient, and so on! Consider that Jones sent a high-priced gentleman probably five hundred miles to see the doctor, especially to tell him about the preparation and to leave a good-sized sample with him. We have lived within two blocks

of his office for years and never have been there except to ask his permission to substitute in a prescription that we have just received.

Is it any wonder that he specified Jones? He did not know we could make a preparation certainly equal.

Go over the National Formulary with them, and if they express a desire to try something that you don't keep made up, make up a generous sample for them. Call their attention to any of the N. F. preparations whenever the opportunity presents itself.

Keep posted on the new remedies and preparations, and have literature on them at hand in case the physicians want to know about them. Let them get in the habit of thinking us interested in progress, and cognizant of the new discoveries and the like. They will then grow to depend on us more as aids. Don't hesitate to stock a small quantity of some new remedy that the doctors are using, and let them know it. If they want a preparation of any sort not in stock, get it.

Supply them with the medicine they dispense at a close margin. Better sell at cost than to let the supply houses furnish them. Protect the doctor from his patients, who very often have a habit of passing his prescriptions around among their friends. Druggists, too, are often consulted about different physicians or by people who think of making a change, but in such cases we must observe a position of strict neutrality, unless it is an occasion where the services of a specialist are needed.

I know that there are some who, having read this far, will be thinking that the physician owes something to the druggist. I think so, too, but it is not my business to say how the doctor ought to treat the druggist. I am only telling one side of the story, and I think if we live up to our opportunities we will gain fair treatment a good deal quicker than by yelling "dispensing doctor" every time we have a spell of the blues and think the drug business has gone to the devil.

We have no business to cut on the price of standard preparations and then try to make up the loss by overcharging on prescriptions. It is the duty of the physician to see that his patient is not paying more than a reasonable price, and an honest doctor is willing the druggist should be paid for his skill as well as his drugs.

Let us work harder to be better phar-



We Want You to Send  
Us 100 Names of  
Your Customers  
who have Children

- If** you have not already done so ;
  - If** you are the only druggist in your town ,
  - If** there are not over five druggists in your town ;
  - If** our missionary has not called on you ; and
  - If** our goods have not been introduced in your town
- We will send you half-a-dozen Raymond's Pectoral Plasters free** for the names.
- We will send you** a package of counter wrappers free and
- We will send you** advertising matter with your imprint to each customer whose name you send us up to one hundred.
- We will send you** more counter wrappers free whenever you ask for them.

N.B.—We will not return lists and will not send plasters to druggists except under above conditions.

|                                             |                      |
|---------------------------------------------|----------------------|
| Cost of above to Druggists :                | Druggist Receives :  |
| Stamp, 2c.; paper, 2c. Total, 4c.   \$1.50. | Profit, \$1.46.      |
|                                             | IF he is a live man. |

**RAYMOND & CO., 61 Beekman Street, NEW YORK.**

## If You Want Rubber Goods

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

- Atomizers
- Fountain Syringes
- Bulb Syringes
- Combination Fountain Syringes
- Hot Water Bottles (4 grades).

And a full line of druggists' rubber sundries

All in White or Grey Stock. We can give you the highest grade of goods on the market, or we can give you cheaper grades, which will meet any competition which may come your way.

SEND FOR CATALOGUE.

**Canadian Rubber Company**  
Alpha Branch ] [ of Montreal  
MONTREAL TORONTO WINNIPEG

**SEASON 1900.**

# ADAMS

## Root and Ginger Beer

**Are to the front as usual.**

In spite of the advance in the price of bottles, cartons, boxes, in fact almost of every thing which enters into their manufacture, we are not advancing our prices this season.

But our customers wanting Gross prices, will have to order Gross lots.

|                               |
|-------------------------------|
| 10c. Size Makes 2 Imp. Galls. |
| 25c. " " 5 " "                |

We also continue to carry in stock *Heldt's Licorice Pastilles*, Mint and Assorted Jujubes, Confectionery in 3lb., 6lb. Bottles, and in bulk. *Chapiron's Cacheteurs* and Cachets. *F. C. & Co's Celery Caffeine Bromide*, etc.

### Canadian Specialty Co

118 King St. East, TORONTO.

## Outside the Combine

We Manufacture.....

### Anti - Monopoly

# Chimneys and Bottles

Green, Amber and Flint.  
Every Description.

**GET OUR PRICES.**

**SYDENHAM GLASS CO.,**  
*Wallaceburg, Limited.*

# Cigars, Cigarettes, Tobaccos, Pipes.

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

## ANDREW WILSON & CO.

43 Yonge Street,

TORONTO.

**Click  
Click  
Click**

Money, money,  
money—handfuls of nickels and dimes! After  
all it's money that talks. And you haven't sent  
for that trial order of an assortment of a thousand  
and or more of my Cigars yet. Think of the  
money you've lost—the handfuls of nickels and  
dimes!

Rely on my judgment for the assortment I send  
you. You can rest assured that it will be all  
right, because I am after your permanent trade.  
I will put in a few Pharaoh for your 10c. leader  
and a few Pebble for your 5c. leader. Click,  
click, click—think of the cash drawer under the  
Cigar counter and send in your order to-day.



**J. BRUCE PAYNE**  
Cigar Manufacturer  
**GRANBY, Que.**



### Decorated Tin Boxes

For sale by  
Wholesale  
Druggists  
and  
Druggist  
Sundrymen.

Send for  
Illustrated  
Catalogue.

## Patton & Eddington

### IMPORTERS

AND

### MFRS' AGENTS

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

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

## Wide-Awake Dealers

ALL SELL

### THE RUSSELL 10c. CIGAR AND EL PUERTO 5c. CIGAR

The Choicest Goods in the Market....



### W. S. RUSSELL

MANUFACTURER

BERLIN, ONT

## The Latest Novelty

ON THE ENGLISH MARKET

PRICE

F.O.B. London,  
18s. per Gross,  
to sell at 10c.



MADE

in all Perfumes  
and packed in  
beautiful boxes

APPLY TO MAKERS,

THE ME-MOSA CO., 158 NEW BOND ST., LONDON W., ENGLAND

macists, more worthy of our calling. It will be better for us, for the doctor and for the public.

I have said nothing about the patent medicine part of our business. If there is a demand created for them, so long as we do not believe they are actually harmful we seem to be the natural distributing agents; but I can't see how a self-respecting druggist can push and recommend patents simply to make a sale. If he does he is guilty of counter-prescribing.

Let us swear off "kicking" about everything and try to do something for ourselves—what that something is depends on each one for himself. Above all let us have an epidemic of commonsense that will number all the druggists in the land among its victims.—*Bull. Phar.*

### For the Window.

Because we buy well we sell well.

You cannot tire us out in serving you.

Goods up to date; prices down to zero.

Come back for changes or corrections.

Your satisfaction is our best reward.

What isn't right we will make right.

We make each purchase promote trade.

Time is not wasted when we please you.

Courtesy is always thrown in at our store.

Unless the customer is satisfied we are not.

Ask for what you don't see; it is probably here.

The value of these goods conquers all comparisons.

Low prices make large profit, and our benefit is your gain.

The earliest comer has the pick of the "plums" and the prices.

We urge no one to buy. Our goods are our best salesmen.

There is no test like a trial here, for we are here to please you.

Our interest in you is not gauged by the amount of money you spend.

What you say when you go home we intend to make our best advertisement.

Our customers are like the revolving shore lights—they go, but they return.

We don't claim to have the best store; but we try to make a better one possible.

If you have looked elsewhere we are sure of either your compliment or your custom.—*Printer's Ink.*

### A Publisher's Announcement.

Mr. W. B. Saunders, Medical Publisher, Philadelphia, Pa., wishes to announce the final accomplishment of a step that he has long had in mind. Feeling that the growth of the business to its present large proportions has been due, not alone to his own exertions, but quite as much to the efficient co-operation of a number of his employees, he has decided to give recognition to such service by associating with himself in business, under the firm name of W. B. Saunders & Company, Mr. F. L. Hopkins, manager of the subscription department, and Mr. T. F. Dagny, manager of the publication department. These gentlemen have been connected with the establishment almost from its inception, and to their capable management of their respective departments Mr. Saunders attributes much of the success that has attended his efforts.

Mr. Saunders believes that this action will strengthen the position of the house in the eyes of the medical profession, as it will secure a permanence of organization that will ensure the perpetuation of the business. Besides this, it will obviate the disadvantages incident to a large business that rests entirely upon the shoulders of one person, by permanently attaching to the house those whose ability and experience have contributed in bringing the business to its present state of prosperity.

The subscription and publication departments will be conducted as heretofore. The Trade Book Department will be under the management of Mr. W. D. Watson, whose connection with the house has extended over the past eight years, and who has demonstrated his ability to manage that department with efficiency and success.

### Extreme Cold Don't Kill Germs.

Prof. Dewar, the discoverer of argon, and the first man who liquified air and other gases, has been experimenting to discover what degree of cold would kill the microbes of typhoid, diphtheria, cholera and other diseases. A colony of them was immersed in a flask of liquid air for eighteen hours. Despite the fact that the temperature was 312 degrees below zero, the microbes thawed out after their long bath and became as lively as ever. Photogenic germs (germs produced by the action of light) became dark at that

temperature, but resumed their luminosity when thawed out. It is believed that no degree of cold that can be attained, will destroy the life of disease germs.—*Rev. Sci.*

### Practical Hints on Advertising.

By CHARLES AUSTIN BATES, New York.

Have you a new article of merchandise?

Then give it a good letter of introduction to the world. This letter is advertising.

One of the best advertisements is a good salesman. A good salesman must not only understand his wares; he must also know something of human nature. He must meet all sorts of moods in all sorts of people with suavity and dignity.

If young men, young women too, appreciated the value of a personal following while they are occupying the position of clerk, there would be fewer complaints of inattention to customers, brusqueness or slipshod manners of those behind the counter. If a clerk is popular with the customers, his employer soon finds it out. A clerk who is asked for and patiently waited for, need not dun very hard for a raise in his salary.

The good clerk knows what has been said in the advertisements. He can emphasize them simply by his manner. This makes the truth told in the advertisement doubly strong. If a truth is told in a weak way, in a way that expresses a lack of confidence, it is almost as useless as if it had not been told. The statements made by an advertiser should be wholly true. Then, the desired point cannot be made too prominent.

A good ad. is suggestive. It means more than it says. When people think about ads. they are on the way to become buyers.

Even a funny advertisement, if it has a "catch" to it may be good—if people remember not only the ad. but what it talks about. The worst thing about the funny advertisement is that too often readers look upon it merely as fun.

\* \* \*

An advertisement that does not give information fails in its mission. If it tells only a part of the story, it leaves the reader in doubt. This is particularly the case with advertisements of rooms or apartments.

Everybody knows what a wearisome thing it is to go house-hounding. The actual face-to-face hunt is bad. The

scanning of the newspaper columns is often exasperating. Part of the facts are mentioned, and the house or apartment or flat-hunter "must traverse many a weary mile" to find what sort of heat or light is used; or how many flights up they must go; or if there's janitor service; or what the price is, and many other things.

A woman said to me the other day: "I've rented three rooms of my flat. I wish I had a dozen more suites to give to the people who came after I had secured a tenant."

"What did you say in your ad.?" I asked her.

"I said: 'Three furnished rooms, bath, pantry. Blank dollars a week. One block west of L station. Fine neighborhood.' That was all, with my name, without initials, and address, of course. This ad. came out in a Sunday paper. Before noon I had a fortnight's pay for my rooms, but applicants kept coming up to Wednesday noon."

There's a three-line ad. that told the whole story. Number of rooms, price, the means of transit (which is most important of all), and a hint of the surroundings. The ad. is suggestive by the mention of the pantry. That means housekeeping may be indulged in, or let alone.

This ad. passed the crucial test. If it had not been good it would not have been answered so soon, or so often.

\* \* \*

One great difficulty that confronts new advertisers, old ones too, in a measure, is the choice of mediums.

Upon the selection often depends success. The question is, "What will reach the people to whom I wish to speak?" This cannot always be judiciously answered by taking the paper that has the largest circulation. It is the character of the readers that must also be considered.

\* \* \*

Advertising should be free from technicalities. Each sentence should be so plain that any child that can spell it out can understand it.

Advertising is not an exact science. Neither is medicine nor housekeeping. But we rely upon the doctor's opinion because he has given his time and all his ability to the study of medicine. We depend upon our home makers for limitless comfort and happiness. So also the people who have made a study and a

business of advertising form a class with whom it is profitable to reckon.

\* \* \*

Failure or success in advertising is not governed by chance. There's no lottery about it.

If you have a good thing, something that many people may use, if it can be sold at a fair price, a price that the majority of people can afford, all you have to do is to advertise your merchandise.

Then, if the advertiser is new to the business of telling clearly and plainly his story to the public, let him be guided by the experience of those trained to the work. If an ad. writer knows how to begin, it is a great point gained. If he can start off as if he had thought the matter all over and knew his subject thoroughly, it begets confidence at once.

Another very important matter is to know when to quit. Don't protest too much. Tell your story in a few strong words, and in simple sentences. Even if you mention but a half dozen of the thousand and one articles you have for sale, it is better than to make a hotch-potch of your space. Your patrons will soon learn that your advertisement is a realistic serial. If they don't find what they want one day, they will the next. Irish stew is a savory dish, but don't build your advertising on the same plan.

#### Leslie's Popular Monthly for June.

*Frank Leslie's Popular Monthly* for June, opens with an illustrated article of extraordinary and unique interest, entitled "The President's War," by a veteran journalist-diplomat, DeB. Randolph Keim. President McKinley is here shown "at the helm," as Commander in chief of the Army and Navy of the United States, in the late war with Spain.

"A Metropolitan Night; Glimpses of New York with a Newspaper Reporter," is the self-explanatory title of a graphic and picturesque article, by Samuel Hopkins Adams in *Frank Leslie's Popular Monthly* for June. Blanche Z. Baralt writes eloquently of "The Greatest Passion in History," that of Juana la Loca, the mad Queen of Spain. "At the Ends of the British Empire," by Robert E. Speer, is an exceptionally brilliant piece of descriptive writing, accompanied by many beautiful views of India. Martha McCulloch-Williams contributes a quaint and delightful paper, which she calls "A Brief for the Defence, in the Case of that

Crownless and Unchristian Martyr, the Mule." The story of a woman's love and sacrifice is told in "For His Honor's Sake," by Martha Henderson Gray. "Women as Architects" are interestingly discussed by Joseph Dana Miller.

#### Powdered Carbolic Acid.

Carbolic acid may be obtained in the form of powder (*Chem. Zeit.*) by triturating the crystalline phenol with boric acid, calcined borax, magnesia, calcined alum or similar dry substances.

#### Jaborandi Leaves as an Adulterant of Coca Leaves.

Barclay reports (*Chemist and Druggist*) that he has discovered the presence of from forty to fifty per cent. of small jaborandi leaves as an adulteration in a sample of Bolivia coca offered on the London market.

#### Petrolatum as a Laxative.

H. Upson (*Phil. Med. Journ.*) says that a pure white petrolatum is a most efficient and unobjectionable laxative as it acts wholly in a mechanical manner without causing any irritation whatever. The dose is placed at from 50 to 100 gms.

#### Chloroform in Tubes.

Chloroform in tubes has been placed on the market for the convenience of the physician, in order always to have at hand a definite quantity of chloroform in convenient form. The tubes consist of gelatin, contain 30 to 50 Cc. They are colored brown and are non-breakable. When the chloroform is wanted, the wall of the tube is pierced with a heated needle.—*Pharm. Post*

#### A Rubber Cover for Mortars.

A German pharmacist uses a rubber cap for mortars containing a sleeve in the centre which fits over the pestle. The outer rim of the cap is provided with an elastic band which enables it to clasp firmly the top of the mortar. Sufficient play is given to the pestle to enable the operator to powder the drug contained in the mortar without any access of air. The cap is said to be very useful in pulverizing hygroscopic substances.—*Chem. and Drug.*

# ASTHMA

DRY LIQUID TREATMENT

Gives Perfect Relief in 3 Minutes.

Over 40,000 persons have tested it. 1,200 in Ontario. The only treatment used and endorsed by physicians. Geo. W. V. Night, of the Night Directory Co., says: "I suffered almost every night with asthma for 21 years, everything I tried failed me, but since using Dr. Tucker's method, I have not had an attack in two years."

For the months of April and May only, we will give a two-weeks' free trial.



DRUGGISTS PLEASE INVESTIGATE

Apply in person or by letter to

Dr. J. M. Sawers,  
122 Macdonald Ave., Toronto.

Keep Your Customers by giving them the reliable in Toilet Articles.

# TEABERRY

FOR THE TEETH

This is a dentifrice that has stood the test of time—won the favor of customers from one end of the Dominion to the other and the favor of the trade in all parts of Canada. Teaberry is ever reliable—always to be depended upon—a delightfully fragrant preserver of the teeth.

Sold by all Druggists at 25c. a Bottle.

ZOPESA CHEMICAL CO  
TORONTO.

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

PLAIN, LACQUERED AND DECORATED

# BOVED

MAKE THE BEST SEAMLESS TIN

• IN THE MARKET •

For sale at Manufacturers Prices by the leading wholesale druggists and druggists' sundrymen throughout Canada.

Complete Illustrated Price List free on Application

## PATENTS GUARANTEED

Our fee returned if we fail. Any one sending sketch and description of any invention will promptly receive our opinion free concerning the patentability of same. How to Obtain a Patent sent upon request. Patents secured through us advertised for sale at our expense.

Patents taken out through us receive special notice, without charge, in THE PATENT RECORD, an illustrated and widely circulated journal, consulted by Manufacturers and Investors. Send for sample copy FREE. Address,

VICTOR J. EVANS & CO.

(Patent Attorneys.)

Evans Building, WASHINGTON, D. C.

ONTARIO

## Vaccine Farm

ESTABLISHED 1885

Pure and reliable Vaccine matter always on hand. Orders by mail or otherwise promptly filled.

10 Ivory Points, \$1.00; 5 Ivory Points, 65c.; single points, 20 cts.

LIBERAL DISCOUNT TO THE TRADE

Address all orders,

VACCINE FARM,

A. STEWART, M.D., Palmerston, Ont.

# MINARD'S

"KING OF PAIN."

# LINIMENT

Sold from Halifax to Victoria

BY

HALIFAX { Brown & Webb, Minson Bros. & Co.  
Forsyth, Satchell & Co.  
ST. JOHN—T. B. Barker & Sons.  
YARMOUTH—C. C. Richards & Co.

MONTREAL { Kerry, Watson & Co. Lyman Sims & Co.  
Evans Sons & Co. Lyman, Knorr & Co.  
KINGSTON—Henry Skinner & Co.

TORONTO { Lyman Bros. & Co. Evans Sons & Co.  
Northrop & Lyman.  
Elliot & Co. T. Millburn & Co.

HAMILTON—Archdale Wilson & Co. J. Wiser & Co.  
LONDON—London Drug Co. Jas. A. Kennedy & Co.  
WINNIPEG—Martin, Bole & Wynne Co.  
NEW WESTMINSTER—D. S. Curtis & Co.

VICTORIA AND VANCOUVER.—Langley & Henderson Bros.

QUEBEC.—W. Brunet et Cie.

ST. JOHN.—Canadian Drug Co. S. McDiarmid & Co.

PRESCOTT.—T. W. Chamberlain & Co.

MONTREAL.—Huden, Huber & Co.

The only Pills which purge without pain

BOISSY'S  
SAPONACEOUS  
PILLS

LAXATIVE  
PURGATIVE  
REFRESHING

The Box of 40 Pills: 25c.—free by Post.  
Ph<sup>o</sup> BOISSY, 2, Place Vendôme, PARIS

Do You Carry in Stock



# AH-WA-GO

The King of Blood Purifiers?

IF NOT WHY NOT?

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

It is a positive cure for Dyspepsia, Rheumatism, and all Liver, Kidney and Blood Diseases.

Ah-Wa-Go is put up in dry powder form only—never in liquid. Note that each package bears our name in full, printed in red and blue. None other is genuine.

Retail Price, 25 Cents per Package.

It Costs You \$1.80 per dozen.

QUICK SELLER LARGE PROFITS

Handsome Advertising Matter sent with each order

For Sale by all Wholesale

Druggists.

Write us for illustrated Booklets, etc., on Ah-Wa-Go and our other Remedies.

The F. E. Karn Co.

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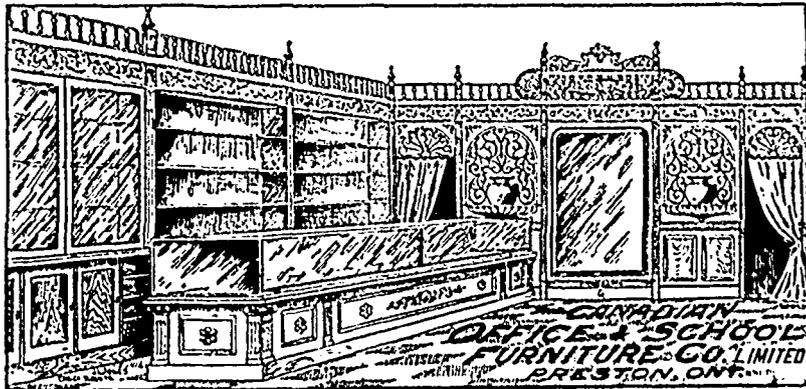
**USED MEDICINALLY:** Have the recommendation of nearly all physicians. Reports of 4 chemists furnished on application.

**USED DIETETICALLY:** Stimulate the appetite, improve digestion, promote sleep.

**NECESSARY** with cheese—**VALUABLE** with soup and meat—**ENJOYABLE** with oysters.

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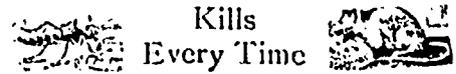


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### Common Sense Exterminator

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**ROACHES, BED BUGS, RATS AND MICE.**

|                    |                 |
|--------------------|-----------------|
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| 50c. " 3.50        | 5c. " 1.75      |
| 1.00 " 8.00        | 50c. " 3.50     |
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Leaves Toronto every **MONDAY & FRIDAY** at 5 p.m. for **Whitby, Oshawa, Bowmanville and Newcastle.**

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### The Ideal Summer Trip.

As a summer resort Canada is every year receiving more attention, and while the vast territories in the Northwest as well as the picturesque valleys of the Eastern Provinces receive their large quota of travellers who are always enthusiastic over the wealth of scenery in these sections, there is no doubt that that world-famed river, the St. Lawrence, can justly claim a grandeur of scenery and picturesqueness that is difficult to find elsewhere on the face of the globe.

### Some Elegant Productions.

The patriotic wave which has swept over Canada from one end to the other has had an astounding influence on all classes of the community. The enthusiasm awakened is not only of the most lavish kind, but it is equally deep and promises to be a permanent "fixture." The encouragement of this sentiment is to be commended, and in no way can it be perpetuated as thoroughly as by instilling it into the minds of the young.

One of the most useful helps that we have seen is the Series of Patriotic Exer-

each. Amongst others are "The Strathcona," "Our Bobs," with a short account of his military career, "Kimberley," "Ladysmith" and "Mafeking," with a history of the siege in each city. One of the most taking of the new lines will, we believe, be that of "The National Series," which have illustrations respectively of English, Irish, Scottish and Canadian officers. Another very striking one and which is bound to be popular with the young pupils is the "Young Hero," which has for its front cover design a picture of Bugler Dunn, together with



ON THE ST. LAWRENCE. As seen from the deck of an R. & O. Navigation Co.'s Steamer.

Taking one of the magnificent steamers of the Richelieu and Ontario Navigation Co., either at Hamilton or Toronto, and after traversing the length of Lake Ontario, one of the most beautiful of inland lakes, one enters the St. Lawrence, to find a body of water which to many of our tourists conveys the impression of a continuous lake, with its thousands of islands, and forming a scene of unequalled beauty.

The trip is a delightful one from beginning to end, not the least pleasurable part of it being the descent of the various rapids and the attendant excitement.

and Scribbling Books, which are published by the W. J. Gage Co. (Limited), Toronto. They issue in all about twenty-five designs, which are very attractive in appearance and are bound to be great favorites with all scholars.

In each case a patriotic front cover is given, which is beautifully designed and colored, and on the back cover there is a patriotic song, or else a descriptive article or biography.

One of the most taking designs is that of the "Soldiers of the Queen," which was only issued in January and already is running into its second edition of 100,000

that of the bugle presented by the Queen. Another, "Canada was There," illustrates the part taken by the Canadians in the battle at Sunnyside. This is reproduced from the *London Graphic* by special permission, on the reverse appearing the new patriotic song, by Mr. Muir, "Young Canada was There." These are only a few of the splendid lines offered by this firm, and every enterprising dealer should inspect the samples and order an early supply. Read their advertisement on page 132a of this issue.

There's one's trade combination that is sure to be sat upon, v' the chair trust.

# Formulary

## SYRUP OF CHLORIDE OF IRON.

The following makes a non astringent syrup containing iron chloride :

|                                   |          |             |
|-----------------------------------|----------|-------------|
| Solution of chloride of iron..... | fl. dr.  | 4           |
| Glycerine.....                    | fl. oz.  | 13          |
| Citric acid.....                  | gr.      | 80          |
| Water.....                        |          |             |
| Ammonia water.....                | of each, | sufficient. |

Mix the solution of iron with the glycerine, dissolve the acid in 1 fluid ounce of water, mix the two solutions, add ammonia water until the liquid is only feebly acid, and add the remainder of the water.

## AROMATIC TINCTURE OF DIALYZED IRON.

|                             | Parts. |
|-----------------------------|--------|
| Sol. dialyzed iron, 5%..... | 5      |
| Glycerine.....              | 4      |
| Cinnamon water.....         | 2      |
| Water, distilled.....       | 9      |

—Phar. Week'y.

## SYRUP OF TERPIN HYDRATE.

|                           |            |
|---------------------------|------------|
| Terpin hydrate.....       | 128 grs.   |
| Alcohol.....              | 8 fl. ozs. |
| Glycerine.....            | 2 fl. ozs. |
| Syrup of orange peel..... | 6 fl. ozs. |

Dissolve the terpin hydrate in the alcohol with the aid of heat; add the glycerine and syrup. Let stand over night and filter through paper.

## EMULSION OF COD LIVER OIL AND CHOCOLATE.

|                             | Parts. |
|-----------------------------|--------|
| Decoct. carrag (2.100)..... | 150    |
| Ol. jecor. arelli.....      | 240    |
| Glycerine.....              | 60     |
| Chocolate powder.....       | 75     |
| Tincture vanilla, q.s.      |        |

The chocolate powder is mixed with the mucilage and heated until a smooth mass has formed. After cooling, the cod-liver oil is added and the mixture beaten with an egg whisk.—*Zeit. d. Allg.*

## ELIXIR OF LICORICE JUICE.

The following is Dietel's formula, as originally published in the *Apotheker Zeitung* :

|                              |          |
|------------------------------|----------|
| Licorice juice.....          | 300 gms. |
| Aqua fœniculi.....           | 900 gms. |
| Liquor ammoniac caustic..... | 50 gms.  |
| Oil of anise.....            | 10 gms.  |
| Alcohol.....                 | 250 gms. |

Dissolve the licorice juice in the fennel water, and to the solution add the ammonia. Shake well, cork and set aside for a few days. Dissolve the anise oil in the alcohol, and add it to the solution. Set the whole aside in a warm place to clear. Decant or filter off, and keep in a cool place.—*National Druggist.*

## LAUTERBACH'S CORN CURE

According to the statement of the originator, this preparation has the following formula :

|                  |           |
|------------------|-----------|
| Glycerin.....    | 5 parts.  |
| Steric acid..... | 5 parts.  |
| Beef tallow..... | 12 parts. |
| Yellow wax.....  | 9 parts.  |

Mix and heat until the solids are melted. Then add sufficient potassium carbonate in solution to lightly saponify. To the thickened mass add 21 parts of wool-fat, 3 parts Venice turpentine, and a corresponding amount of salicylic acid. Stir until cold.—*Nat. Drug.*

## THE TREATMENT OF BURNS

According to the *Journal de Médecine de Paris*, the following treatment may be instituted in case of burns :

|                        |
|------------------------|
| Vaseline, 2 ounces ;   |
| Boric acid, 1 drachm ; |
| Antipyrin, 1 drachm ;  |
| Iodolorm, 13 grains.   |

Another one is :

|                                         |
|-----------------------------------------|
| Vaseline, 3 ounces ;                    |
| Essence of thyme,                       |
| Essence of geranium,                    |
| Essence of origanum, of each 4 grains ; |
| Sodium naphtholate, 15 to 45 grains.    |

Other formulæ are as follows :

|                               |
|-------------------------------|
| Menthol,                      |
| Iodoform, of each 15 grains ; |
| Glycerin, 3 ounces.           |

|                     |
|---------------------|
| Cocaine, 4 grains ; |
| Salol, 1 drachm ;   |
| Vaseline, 1 ounce.  |

|                             |
|-----------------------------|
| Europen, 30 grains ;        |
| Lanolin,                    |
| Vaseline, of each 2 ounces. |

|                        |
|------------------------|
| Orthoform, 45 grains ; |
| Vaseline, 1 ounce.     |

All these ointments are intended to prevent suppuration and to relieve pain and burning.

## Creosote Preparations.

Various formulas are extant for a preparation corresponding to an elixir, though the mixture of creosote, alcohol and syrup is more frequently styled a mixture or syrup than an elixir. Below we give a selection of formulas :

### ELIXIR OF CREOSOTE.

(New York Hospital.)

|                               |           |
|-------------------------------|-----------|
| Creosote.....                 | 32 minims |
| Glycerin.....                 | 1 oz.     |
| Whiskey, sufficient to make.. | 4 oz.     |

Dose, one teaspoonful.

### CREOSOTE MIXTURE.

(Demil Dispensary.)

|                                    |           |
|------------------------------------|-----------|
| Creosote.....                      | 1 drachm  |
| Oil peppermint.....                | 30 minims |
| Glycerin.....                      | 1 oz.     |
| Mucilage of acacia, enough to make | 4 oz.     |

Dose, one teaspoonful.

### CREOSOTE MIXTURE

(Philadelphia Hospital.)

|                                   |           |
|-----------------------------------|-----------|
| Creosote.....                     | 32 minims |
| Glycerin.....                     | 1 oz.     |
| Elixir orange.....                | 1 oz.     |
| Alcohol.....                      | 1 oz.     |
| Oil almonds, bitter.....          | 16 drops  |
| Tinct. cardamom. comp. to measure | 4 oz.     |

Dose, two to four teaspoonsful, three to five times a day.

### CREOSOTE EMULSION.

|                     |           |
|---------------------|-----------|
| Creosote.....       | 30 minims |
| Condensed milk..... | 5 drachms |
| Oil cinnamon.....   | 8 drops   |
| Water, to make..... | 3 oz.     |

### COMPOUND CREOSOTE MIXTURE

(Bellevue Hospital.)

|                            |             |
|----------------------------|-------------|
| Creosote.....              | 1 drachm    |
| Tinct. nuxvomica.....      | 2 drachms   |
| Ammonium carbonate.....    | 140 grains. |
| Mucilage of acacia.....    | 1 oz.       |
| Syrup of tolu to make..... | 4 ozs.      |

Dose, 1 teaspoonful.

### MIXTURE OF CREOSOTE AND HYPOPHOSPHITES

|                                  |           |
|----------------------------------|-----------|
| Creosote.....                    | 1 drachm  |
| Tinct. nuxvomica.....            | 4 drachms |
| Mucilage of acacia.....          | 1 oz.     |
| Syrup of hypophosphites, to make | 4 oz.     |

### COMPOUND MIXTURE OF CREOSOTE

|                           |            |
|---------------------------|------------|
| Creosote (Beechwood)..... | 60 minims  |
| Soda bicarbonate.....     | 3 drachms  |
| Mucilage of acacia.....   | 6 drachms  |
| Sugar.....                | 6 drachms  |
| Comp. tinc. lavender..... | 2 drachms  |
| Water to make.....        | 4 fl. ozs. |

Add the creosote to the sugar and triturate until the creosote is dissolved, then add the sodium bicarbonate and 4 fluid drachms of water. Add mucilage of acacia and make an emulsion; then gradually add the balance of the water and the compound tincture of lavender.—*American Druggist.*

### INSECTICIDE.

M. McLeod Scott, of York, Ontario, Canada, has patented in England a new composition for destroying insects.

The composition consists of the following ingredients in substantially the proportions stated :

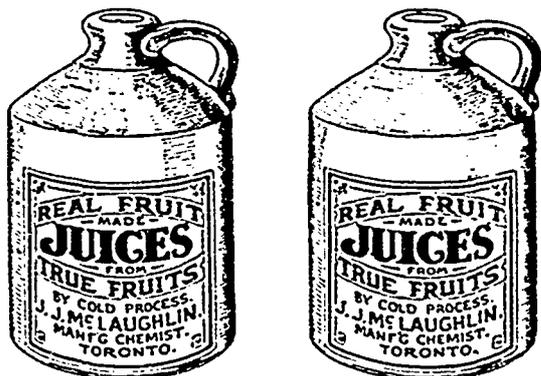
|                               |          |
|-------------------------------|----------|
| Boric acid.....               | 2 lbs.   |
| Neogulsium sulphate.....      | 20 lbs.  |
| Acid, carbolic, crude.....    | 1 gal.   |
| " " pure.....                 | 10 lbs.  |
| Oil of tar.....               | 1 pt.    |
| Caustic potash.....           | 5 lb.    |
| Dark liquid tobacco.....      | 20 gals. |
| Distilled liquid tobacco..... | 4 gals.  |

# McLaughlin's "Real Fruit" Juices

—AND—

## CRUSHED FRUITS

Have no superiors and few equals. They are Canadian goods made by a Canadian firm, and have been supplied to the leading soda dispensers in Toronto and vicinity since 1893. They were the first line of cold process Saccharated Juices made in Canada, and sales have materially increased each year.



**Price \$2.25 per Imp. Gal.**

Special price in quantity.

**Pineapple, Strawberry, Raspberry, Navel Orange, Blood Orange, Chocolate, Coffee, Red Cherry, Lemon, Lemon Sour, Grape, Peach, Ginger Ale, Sherbet, Root Beer, Nectar, Claret, etc.**



### Our Lemon and Orange

Are simply perfect—they do not contain a drop of essence. We have special machines for peeling and triturating the fresh peel into an almost impalpable powder.

### Chocolate Specialties

Finest Powdered Fountain Chocolate, Chocolate Paste, Conc. Chocolate Syrup, and Soluble Extract Chocolate for immediate use, an entirely new product.

### Fountain Requisites

Liquid Gas, and Charging Outfits; Acid Phosphates (Rumford's), Soluble Extracts, Straws, Gum Foam, Crushed Fruit Bowls, etc., etc. Price lists on application.



Montreal Depot: The Toronto Pharmacal Co., St. James St.

# J. J. McLaughlin

Manufacturing Chemist

151, 153, 155 Sherbourne St., Toronto

# QUALITY COUNTS..

In our experience as druggists we have always realized that, regardless of everything else, quality is of first consideration. In five years' experience as manufacturers for our fellow-druggists we have proven time and again that quality counts with them also. We make our goods as good as we can first, we sell them as cheaply as we can next, and we then wait for results.

We are aware that between the druggists, their customers and the physicians to whom they may sell our Pharmaceutical Specialties, that we will sooner or later be judged on our merits and that is all we want. Frequently we receive an order for a pharmaceutical specialty accompanied by the statement that the writer can buy from another house at such and such a figure, but that he wants ours and hopes we can meet it. We can't and won't meet all prices, because we won't meet all qualities: but we will always guarantee to sell goods of equal quality at as low or better prices than any other house, no matter which one. We respectfully suggest that a close comparison be made with our goods and others of popular sale. We are willing to abide by any honest and fair decision, and to be turned down if we don't win fairly.

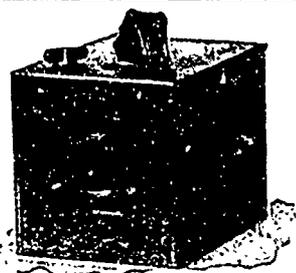
## QUALITY COUNTS.

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STRONGEST.

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EVANS & SONS, LIMITED, Montreal.

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SONS, LIMITED, Toronto.

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

HENDERSON BROS., Vancouver, B.C.

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Sent right to your home presents for friends and loved ones. Send \$1.00, \$2.00, \$5.00 and \$10.00 for order for Teas or Coffees, Cocos, Peppers, Mustards, &c. We give away silver pitchers, cake baskets, &c., &c., Ladies' and Gent's Gold Watches. Warranted best quality, lowest price, prompt shipment, mail order or write (enclosing stamp) for prize list. Agents wanted, salary and commission.

GREAT PACIFIC TEA CO.,  
1464 St. Catherine St.,  
Montreal, Que.

## Photographic Notes.

**PHOTOGRAPHIC PARAGRAPHS, SELECTED.**—The edges of a mask for shading prints should not be cut with a sharp instrument. An excellent plan for making a good mask of irregular outlines is to trace the outlines with a pencil, and then run over it in an ordinary sewing machine without cotton. It will then be easily torn.

Eikonogen developer does not, as a rule, give as dense negatives as other developers.

If more density is required, transfer a plate to a tray containing water at about 70 degrees, after the detail is well out, and allow to soak for from 3 to 5 minutes.

ject you wish to take with a hand camera. So long as it can be seen on the finder it is enough. Suspicion may often be avoided by placing the camera across the knees, or upon the forearm with the elbow close to the body. It is well also to remember that the camera may be used upside down if required, and held above the head. This is sometimes useful in a crowd.

It is a mistake to wash plates too long after fixing; a prolonged soaking may damage the film. This is especially the case if the water is at all hard. One hour in running water is ample.

A good reflector for daylight enlarging

ent water mark is caused which nothing will eradicate.

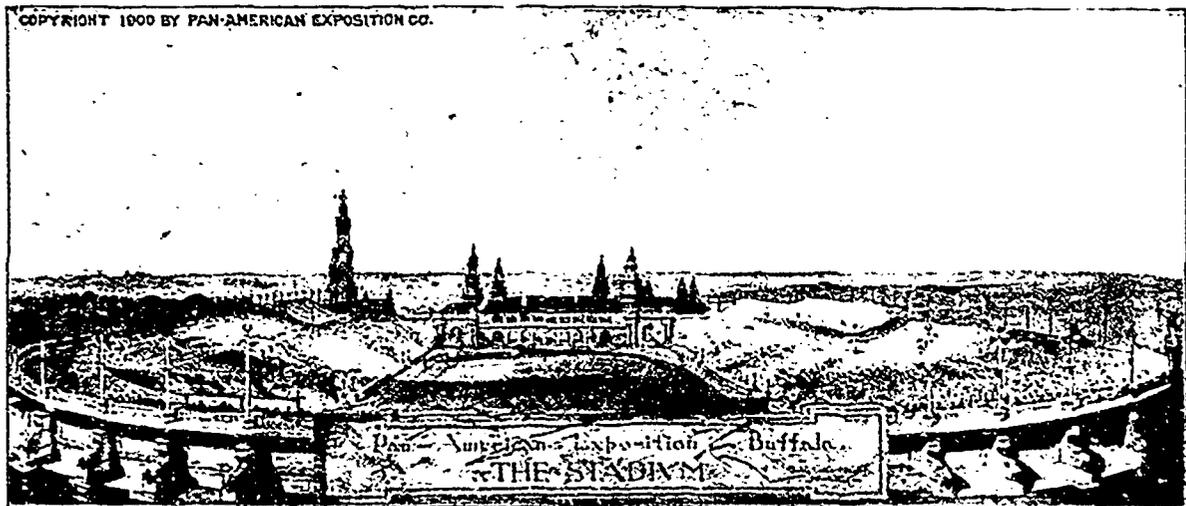
**CONCENTRATED DEVELOPER FOR BROMIDE OF SILVER PAPER.**—For the development of bromide of silver paper a diluted organic developer is generally applied, and the following formula, which furnishes very good tones, appears according to "Anthony's Photographic Bulletin," to be the most suitable.

|                       |         |
|-----------------------|---------|
| Sulphite of soda..... | 90 gm.  |
| Amidol.....           | 15 gm.  |
| Water.....            | 350 gm. |

For use take:

|                                                      |          |
|------------------------------------------------------|----------|
| Concentrated developer.....                          | 45 cc.   |
| Bromide of potassium solution<br>(10 per cent.)..... | 8 drops. |
| Water.....                                           | 150 cc.  |

**A RELIABLE PHOTOGRAPHIC DEVELOPER FOR INTERIORS.**—Perhaps no branch of photography has so many pit-



An exposure of ten seconds is often long enough to get rid of all traces of moving figures. Therefore, if a view of a street or building is wanted, and people are passing to and fro, the plate and stop must be adapted to as long an exposure as possible. All that must be guarded against is allowing people to stand still in front of the camera.

**A reminder.** When putting up a tripod stand remember to place one of the legs underneath the lens. By this means the front of the camera can be easily lowered or raised, and the operator can readily stand between the other two legs behind.

**Preserving pyro.** In making up a solution of this substance, instead of potassium metabisulphite or sodium sulphite, a two per cent. solution of oxalic acid will be found an excellent preservative.

It is not necessary to look at the ob-

ject is made by giving a coat of ordinary whitewash to a smooth board. It dries in half-an-hour, is a good white, and can be renewed at any time. It will stand a certain amount of rain.

One of the most interesting applications of photography of recent date is the production of water marks on paper. A matrix is made by exposing a sheet of gelatin sensitised with a bichromate salt to the action of light under a negative, so that the gelatin is rendered insoluble where the light acts. When all the soluble gelatin is washed away an extremely delicate skin of gelatin is left, and this is so hard that it may be forced by hydraulic pressure into a plate of type metal without suffering any harm. In water-marking paper, however, several of these matrices are formed and forced into the sheets of paper whilst they are still damp, with the result that a perman-

falls and stumbling-blocks as interior photography, and, as a rule, failure can nearly always be traced to faulty development, says the *Amateur Photographer*. The following is a well-tried and very effective developer: Carefully remove the backing (for all plates should be backed when used in this interesting branch), and make up a developer as under for half-plates: Pyro, 1 grain; Potassium bromide, 1 grain; ammonia, sp. gr. .880, 4 minims; water to 2 ounces. If the exposure has been nearly correct, development will proceed slowly and evenly; after a little add more of each constituent. If the exposure has been too liberal, the development will be too rapid, and the pyro and bromide must be increased to, say, two grains each, except in cases of fearful overexposure, when it is best to flood the plate with water and make up a new developer strong in pyro and weak in ammonia.

**Growth of Canada's Export Trade.\***

When one compares the export trade of the Canada of to-day with that of three or four decades ago, one cannot but realize that the results have been gratifying.

In the first year (1868) of the Dominion's existence as a confederation, the value of the exports was \$57,567,888. In 1899, thirty-one years after, it was \$158,896,905, an increase of \$101,329,000, or over 176 per cent.

GOING BACK SIXTEEN YEARS before Confederation, the exports of Canada only aggregated \$25,000,000.

Although the export trade of Canada is now so much larger than it was the year after the birth of Confederation, there have been periods when its development was not promising.

IT HAD ITS WEAKLY SPELLS, just as does the average growing boy. And during these spells there were people who sometimes doubted whether it was ever going to amount to much.

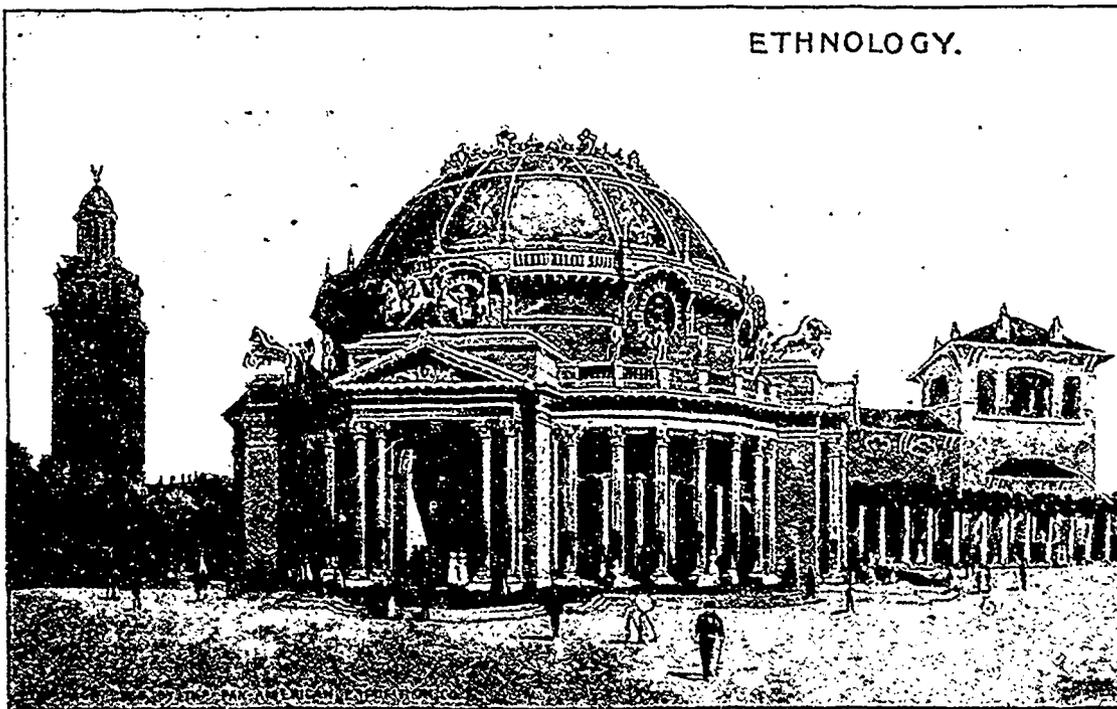
FLUCTUATIONS OF EXPORTS. By 1873 the exports had increased to \$89,789,922, but two years later they were less than \$78,000,000, while in 1879 they had shrunk to about \$71,500,000. The following year they increased by

this was the first and last time for nine years that it required nine figures to represent the country's export trade. And during these nine years the trade kept oscillating between \$91,000,000 and \$98,000,000.

AWAKENING OF THE EXPORT TRADE.

In 1892, however, it seemed to suddenly wake up, for in that year the value of the exports was nearly \$114,000,000, or over \$16,000,000 more than the previous year.

Since that year there has been no doubt as to the future of the export trade of the Dominion. It has not only passed the dangers of childhood, but it has



Nova Scotia at that time only exported about \$3,000,000 worth of goods, and New Brunswick less than \$4,000,000 worth, while three years later still the export trade of Prince Edward Island had not yet reached the \$600,000 mark. Judge Haliburton ("Sam Slick") is authority for the statement that, in 1853, the aggregate export trade of the Maritime Provinces (Nova Scotia, New Brunswick and Prince Edward Island) was only between \$9,000,000 and \$10,000,000. To-day it is about \$24,000,000, with every likelihood of its being greatly increased in the near future. Forty years ago the exports of what is now the Dominion aggregated but little more than that.

nearly \$16,000,000 and by over \$10,000,000 the next year, until, by 1882, the first time in the history of the country, it required nine figures to represent the value of the exports, the actual amount for that year being \$102,137,203. But

passed through the uncertainties of youth. It is now developing a vigorous manhood, if one can be allowed to use the term. The accompanying diagram shows that this belief has facts for its basis.

|      |                 |
|------|-----------------|
| 1868 |                 |
| 1873 | (\$57,567,888)  |
| 1888 | (\$78,323,607)  |
| 1898 | (\$90,203,000)  |
| 1899 | (\$104,152,683) |
|      | (\$158,896,905) |

\* From The Canadian Grocer.

# We Can Save You Money

—ON

## STOCK ORDERS

AND

**P**ROMPT  
**P**ARTICULAR  
**P**ERFECT  
**P**RESCRIPTION

## WORK

Give us a Trial—price-list, addressed envelopes  
 and prescription blanks furnished on application

# Dominion Optical Co.

63 Yonge Street, Toronto

'Phone 2808

## TO THE TRADE

Dr. Hammond-Hall's English Teething Syrup

Dr. Hammond-Hall's Nerve Heart Pills

Baby's Laxative Tablets

Tait's Worm Tablets

**T**HE above-named goods are standard preparations, attractively put up, extensively advertised, and are in daily demand. Our system of advertising is original, unique and attractive. In addition to extensive newspaper and periodical advertising, we are distributing 500,000 copies of a splendid cloth-bound book entitled "**MOTHERHOOD**," finely illustrated with half-tone engravings, and containing choice recipes and information on the management of infants in health and disease. These books are distributed **FREE**. Our attractive window display with druggists is unsurpassed in beauty and design. We spare no pains or money in bringing trade direct to the dealers' door, and we ask the active co-operation of druggists in pushing the sale of our goods, as they afford a handsome margin to the dealer. We solicit correspondence from the trade, and thank them in advance for any consideration they may show us. We can assure them our preparations will stand on their own merits, and command an extensive sale wherever introduced.

**BRITISH CHEMISTS COMPANY**  
 LONDON NEW YORK TORONTO

## THE BROWN BROTHERS, LIMITED

Stationers, Paper Dealers

Sealing  
 Wax

Twine

Pens

Ink and Toilet Papers

RUBBER BANDS and  
 FOUNTAIN PENS

BEST MAKES

Stationery all kinds

Leather Goods—Wallets, etc.

51-53 WELLINGTON ST. WEST  
 TORONTO



Abbey's  
Effervescent  
Salt  
Reaches  
the  
Consumer  
Through  
the  
Retail  
Druggist  
Only

# The Canadian College of Optics

HAS inaugurated a Correspondence Course for students, which covers the work completely taken up at the College. One fee pays for both. This allows you to get up the work at home and attend the College at your leisure.

Speaking of the

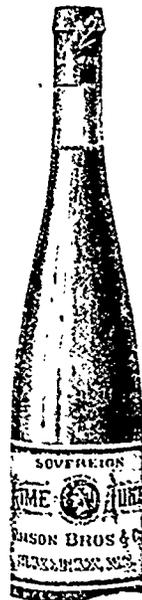
## Correspondence Course

H. W. MITCHELL, of Prince Albert, Sask., says :  
"I am more than pleased with it."

For particulars write the Principal,

Dr. W. E. HAMILL

11 King St. W., Toronto



## SOVEREIGN LIME JUICE

IN . . . .

APOLLINARIS SPLIT

SALE PINTS

HOCK PINTS (Imperial)

REPUTED QUARTS

HOCK QUARTS (Imperial)

Packed in Cases and Barrels. Suitable for the  
Fine Drug Trade.

**SIMSON BROS. & CO.**

Wholesale Druggists

Halifax, N.S.

MCKINLEY STIRRED US UP.

It is worthy of little more than passing mention that the turn of the tide in the export trade of Canada began a year or two after the famous McKinley tariff went into force in the United States. As everyone knows, that tariff was especially aimed at the products of the Canadian farms and forests.

But what seemed to be the country's dark hour in 1890 turned out to be its brightest, for it enabled a good many people to see that the duty of the hour was to develop the export trade of the Dominion with other countries, and particularly with Great Britain. What the result has been, as far as our aggregate trade is concerned, is shown by the following figures, giving the exports for the past ten years :

| Year. | Value.        |
|-------|---------------|
| 1890  | \$ 96,749,149 |
| 1891  | 98,417,290    |
| 1892  | 113,963,375   |
| 1893  | 118,564,352   |
| 1894  | 117,524,949   |
| 1895  | 113,038,803   |
| 1896  | 121,013,852   |
| 1897  | 137,956,253   |
| 1898  | 104,152,683   |
| 1899  | 158,896,905   |

It will be noticed that there was a decrease of \$5,000,000 in 1899 compared with 1898, but this is more than accounted for in the falling off in the exportation of wheat, namely, over \$9,500,000. The year 1898 was, it will be remembered, an unusually favorable one for the exportation of not only wheat, but of breadstuffs generally, as compared with the conditions existing in other exporting countries.

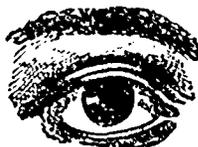
Even before the McKinley tariff went into force the proportion of Canada's export trade with the United States was gradually falling off, and, on the other hand, gradually increasing with Great Britain. This is evident from the following table :

|      | Percentage to G.B. | Percentage to U.S. |
|------|--------------------|--------------------|
| 1870 | 35.84              | 53.75              |
| 1880 | 48.30              | 49.56              |
| 1890 | 48.67              | 42.48              |
| 1891 | 48.70              | 42.65              |
| 1892 | 53.31              | 35.21              |
| 1893 | 55.21              | 35.54              |
| 1894 | 58.45              | 31.56              |
| 1895 | 56.17              | 34.79              |
| 1896 | 57.66              | 34.57              |
| 1897 | 56.69              | 35.49              |
| 1898 | 63.92              | 27.50              |
| 1899 | 62.35              | 23.01              |

When a merchant loses a customer the best thing for him to do is to try and get a new one, or to increase his business with those remaining, in order that his average may be maintained or increased. This is what Canada did when Uncle Sam essayed to curtail his purchases from her. And the results have been most gratifying.

# Optical Department.

In charge of W. E. HANLEY, M.D., Instructor of the Canadian College of Optics.



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

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

R.E.V.  $\frac{2}{10}$  with + 1.50  $\frac{3}{10}$   
L.E.V.  $\frac{2}{10}$  with + 1.50  $\frac{3}{10}$

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

How to arrange and conduct the retail optical department of a business is a question which arises in the minds of all graduate opticians upon arriving home or upon taking charge of the same in the capacity of an employee. Many factors which determine the success of the same can only be solved satisfactorily by studying the locality, the people and the opposition to meet.

These are peculiar in themselves and must be left to the ability, intuition and experience of the optician, to unravel which the astute with business tact will speedily succeed in doing.

But certain requisities are necessary in every well-started and well-conducted optical effort to ensure success. Perhaps the most important is to make people acquainted with the fact that you are a competent and up-to-date optician, and that your services are available and your prices right.

Judicious advertising accomplishes this, and attractive and truthful advertisements placed steadily and regularly in a newspaper which is read by the people covers the ground better than anything else, al-

though as a starter an announcement in the shape of a dodger left at every house in the vicinity sets the "ball rolling" at once which is reinforced and gains impetus from the subsequent reminders in the newspapers. What is said either in your dodger or advertisement is a matter which each one will determine for himself and be good, bad or indifferent, dependent upon what he knows about advertising but certain things should always be in every advertisement, *viz.*, (1) originality, (2) truthfulness, and some (3) inducement. Try by all means to be original, and do not follow some self-constituted, egotistical optical advertising authority whose ideas and puerile attempts are only equalled by his consummate cheek and evident lack of experience. Half the opticians simply copy some balderdash from some optical publication, when they could do far better themselves if they gave it any thought or effort.

You should be as jealous of the truth of what you advertise as the words which you speak. A reputation for veracity can only be secured by proving to the people that you can and will do just what you say or offer. Let your goods be as honest as yourself.

In the selection of goods a retailer should not always accept as gospel what a commercial traveller says. His object is to sell you goods and sell you the goods he handles or manufactures, and from which the most profit is to be made. I believe in patronizing home industries, but personal experience, after a long comparison of Canadian frames and prices with those of American make, has convinced me that up to date the American are by all odds the best, most satisfactory and the most profitable for retailers to buy, and in future American goods will be the only kind we will handle.

Be sure there is some inducement in all your advertisements, in order to induce people to go to you for what they need in the spectacle line.

As optics is only a side line, many opticians make the mistake of placing their optical goods and test case in some obscure corner of their store. I believe every patron of the store should be compelled to see your test case, test cards

## COKE DANDRUFF CURE

The only American Hair Preparation admitted  
to the Paris Exposition.

### THE ONLY ABSOLUTE DANDRUFF CURE KNOWN

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

Canadian Depot:  
Lyman Brothers & Co., Limited  
Toronto

**A. R. BREMER CO.**

15 to 21 LaSalle Street  
CHICAGO

and optical goods every time they enter your store, by having them in a conspicuous place, and thus silently, continuously yet effectively educate them that optics is an important part of your business, and when they do think of spectacles they will think of you, which is the very association of ideas you desire.

#### Proprietary Association of America.

The eighteenth annual meeting of the Proprietary Association of America was held in New York city May 2 and 3.

A resolution was passed endorsing the plans of the National Association of Retail Druggists. Beyond this nothing of importance was brought forward. The following officers were chosen: President, Dr. V. Mott Pierce; 1st vice-president, E. C. DeWitt; 2nd vice-president, H. L. Kramer; secretary, Joseph Leeming; treasurer, H. B. Harding; executive, A. H. Beardsley, A. E. Rose, T. Doliber, G. A. Newman, H. M. Sharp and C. J. Hood.

#### American Pharmaceutical Association.

The forty-eighth annual meeting of the American Pharmaceutical Association was held at Richmond, Va., May 7 to 12.

The attendance was not up to the average, and some misgivings are held as to the future prospects of the association unless some steps are taken looking to the creating of a more widespread interest amongst the pharmacists of the United States.

It is proposed to hold an exhibit of pharmaceutical products, etc., at the next meeting, which will be held at St. Louis, Mo., in September, 1901.

The following officers of the association were elected:

President, John F. Patton, of York, Pa.; vice-presidents, J. H. Beal, of Scio, O., J. W. Gayle, of Frankfort, Ky., and E. A. Ruddiman, of Nashville, Tenn.; secretary, Charles Caspari, of Baltimore; treasurer, S. A. D. Sheppard, of Boston; and reporter on the progress of pharmacy, C. Lewis Dichl, of Louisville.

Members of council: T. Roberts

Baker, of Richmond, Va.; L. C. Hopp, of Cleveland, O.; A. B. Prescott, of Ann Arbor, Mich.; J. M. Good, of St. Louis; and W. C. Alperz, of Bayonne, N.J.

David C. Ferguson, druggist, 529 King street west, Toronto, died suddenly June 10 in the 61st year of his age. Deceased had not been ailing and was in his place of business up to nearly midnight. On retiring for the night he was seized with an apoplectic fit and survived but a few minutes.

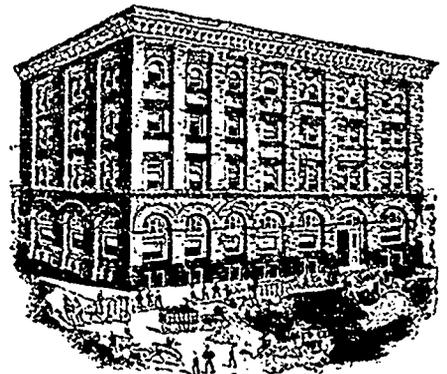
**DRUG BUSINESS FOR SALE, ON EASY TERMS.**  
Stock about \$2,000.00 G.N.W. Telegraph Office in connection. One of the best towns in Western Ontario. Address, R. VANSTOUB, Barrister, Wingham.

#### FOR SALE

**FIRST-CLASS Drug Stock and Fixtures.** Small but well-assorted. Must be sold. 10 to 50 per cent. discount. Apply, Box 66, CANADIAN DRUGGIST.

#### Drug Business for Sale.

**A**N old-established business in the best stand in a live town in Ontario. A good paying business and in first class shape. Address, Box 33, Office Canadian Druggist, Toronto.



### The Bole Drug Co.,

WHOLESALE DRUGGISTS,

WINNIPEG, MANITOBA

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

# Druggists' Fittings.

WRITE US FOR ESTIMATES.

COUNTERS. WALL CASES.  
SPONGE CASES.  
CIGAR CASES.  
SHOWCASES (of all Descriptions).

MIRRORS

**Cobban Manfg. Co.**

(LIMITED)

TORONTO, ONT.

# Seely's Parisian Balm

A WINTER AND SUMMER PREPARATION FOR THE SKIN

Officially endorsed by the United States Health Reports.

## ITS USES

For Chapped Face and Hands  
For Sunburn and Tan

For Gentlemen after Shaving  
For the Nursery

# SEELY, the American Perfumer

DETROIT, MICH.

WINDSOR, ONT.

## CANADIAN DRUGGIST PRICES CURRENT

Corrected to June 8th, 1900.

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

|                                 |        |        |                                         |       |       |                                |         |         |
|---------------------------------|--------|--------|-----------------------------------------|-------|-------|--------------------------------|---------|---------|
| ALCOHOL, gal.....               | \$4 75 | \$5 00 | Powdered, lb.....                       | \$ 30 | \$ 35 | Kino, true, lb.....            | \$ 2 50 | \$ 3 00 |
| Methyl.....                     | 1 90   | 2 00   | CARBON, Bisulphide, lb.....             | 17    | 18    | Myrrh, lb.....                 | 45      | 40      |
| ALISPICE, lb.....               | 13     | 15     | CARMINE, No. 40, oz.....                | 30    | 40    | Powdered, lb.....              | 55      | 60      |
| Powdered, lb.....               | 15     | 17     | CASTOR, Fibre, lb.....                  | 20 00 | 20 00 | Opium, lb.....                 | 4 50    | 4 75    |
| ALOIN, oz.....                  | 40     | 45     | CHALK, French, powdered, lb..           | 10    | 12    | Powdered, lb.....              | 5 75    | 6 00    |
| ANODYNE, Hoffman's bot., lbs... | 50     | 55     | Precip., see Calcium, lb.....           | 10    | 12    | Scammony, pure Resin, lb.....  | 12 50   | 13 00   |
| ARROWROOT, Bermuda, lb.....     | 40     | 45     | Prepared, lb.....                       | 5     |       | Shellac, lb.....               | 35      | 40      |
| St. Vincent, lb.....            | 15     | 18     | CHARCOAL, Animal, powd., lb...          | 4     | 5     | Bleached, lb.....              | 40      | 45      |
| BALSAM, Fir, lb.....            | 45     | 50     | Willow, powdered, lb.....               | 20    | 25    | Spruce, true, lb.....          | 30      | 35      |
| Copaiba, lb.....                | 70     | 85     | CLOVE, lb.....                          | 17    | 20    | Tragacanth, flake, 1st, lb.... | 85      | 90      |
| Peru, lb.....                   | 3 25   | 3 50   | Powdered, lb.....                       | 18    | 22    | Powdered, lb.....              | 1 10    | 1 25    |
| Tolu, can or less, lb.....      | 70     | 75     | COCHINEAL, S.G., lb.....                | 40    | 45    | Sorts, lb.....                 | 55      | 70      |
| BARK, Barberrry, lb.....        | 22     | 25     | COLLODION, lb.....                      | 75    | 80    | Thus, lb.....                  | 8       | 10      |
| Bayberry, lb.....               | 15     | 18     | Cantharidal, lb.....                    | 2 50  | 2 75  | HERB, Althea, lb.....          | 27      | 35      |
| Rackthorn, lb.....              | 15     | 17     | CONFECTION, Senna, lb.....              | 40    | 45    | Bitterwort, lb.....            | 36      | 40      |
| Canella, lb.....                | 15     | 17     | CREOSOTE, Wood, lb.....                 | 1 30  | 2 50  | Burdock, lb.....               | 16      | 18      |
| Cascara Sagrada.....            | 25     | 30     | CRENASOL (JYRS) 4-oz. bottles, per doz. | 4 50  | 5 00  | Boneset, oz., lb.....          | 15      | 17      |
| Casarilla, select, lb.....      | 18     | 20     | " " 12-oz. bottles, per doz.            | 10 50 | 10 80 | Catnip, oz., lb.....           | 17      | 20      |
| Cassia, in mats, lb.....        | 25     | 28     | CUTTLEFISH BONE, lb.....                | 35    | 40    | Chiretta, lb.....              | 25      | 30      |
| Cinchona, red, lb.....          | 60     | 65     | DEXTRENE, lb.....                       | 10    | 12    | Coltsfoot, lb.....             | 20      | 38      |
| Powdered, lb.....               | 65     | 70     | DOVER'S POWDER, lb.....                 | 1 50  | 1 60  | Feverfew, oz., lb.....         | 53      | 55      |
| Yellow, lb.....                 | 35     | 40     | ERGOT, Spanish, lb.....                 | 80    | 85    | Grindelia robusta, lb.....     | 45      | 50      |
| Pale, lb.....                   | 40     | 45     | Powdered, lb.....                       | 1 10  | 1 20  | Horchound, oz., lb.....        | 18      | 20      |
| Elm, selected, lb.....          | 18     | 20     | Ergotin, Keith's, oz.....               | 2 00  | 2 10  | Jaborandi, lb.....             | 45      | 50      |
| Ground, lb.....                 | 17     | 20     | EXTRACT LOGWOOD, bulk, lb...            | 13    | 14    | Lemon Balm, lb.....            | 38      | 40      |
| Powdered, lb.....               | 20     | 28     | Pounds, lb.....                         | 14    | 17    | Liverwort, German, lb.....     | 38      | 40      |
| Hemlock, crushed, lb.....       | 18     | 20     | FLOWERS, Arnica, lb.....                | 15    | 20    | Lobelia, oz., lb.....          | 1 1     | 20      |
| Oak, white, crushed lb.....     | 15     | 17     | Calendula, lb.....                      | 55    | 60    | Motherwort, oz., lb.....       | 20      | 20      |
| Orange peel, bitter, lb.....    | 15     | 16     | Camomile, Roman, lb.....                | 25    | 30    | Mullein, German, lb.....       | 17      | 20      |
| Prickly ash, lb.....            | 35     | 40     | German, lb.....                         | 40    | 45    | Pennyroyal, oz., lb.....       | 18      | 22      |
| Sassafras, lb.....              | 15     | 16     | Elder, lb.....                          | 20    | 22    | Peppermint, oz., lb.....       | 21      | 20      |
| Soap (quillaya), lb.....        | 13     | 15     | Lavender, lb.....                       | 12    | 15    | Rue, oz., lb.....              | 30      | 30      |
| Wild cherry, lb.....            | 13     | 15     | Rose, red, French, lb.....              | 1 60  | 2 00  | Sage, oz., lb.....             | 18      | 22      |
| BEANS, Calabar, lb.....         | 45     | 50     | Rosemary, lb.....                       | 25    | 30    | Sparmint, lb.....              | 21      | 25      |
| Tonka, lb.....                  | 1 20   | 1 75   | Saffron, American, lb.....              | 65    | 70    | Thyme, oz., lb.....            | 18      | 20      |
| Vanilla, lb.....                | 8 00   | 15 00  | Spanish, Val'a, oz.....                 | 1 00  | 1 25  | Tansy, oz., lb.....            | 15      | 15      |
| BERRIES, Cubeb, sifted, lb..... | 20     | 25     | GRATING, Cooper's, lb.....              | 75    | 80    | Wormwood, oz.....              | 20      | 25      |
| powdered, lb.....               | 25     | 30     | FRENCH, white, lb.....                  | 35    | 40    | Yerba Santa, lb.....           | 38      | 48      |
| Juniper, lb.....                | 7      | 10     | GLYCERINE, lb.....                      | 19    | 22    | HONEY, lb.....                 | 13      | 12      |
| Ground, lb.....                 | 12     | 14     | GUARANA.....                            | 1 00  | 1 10  | HOPS, fresh, lb.....           | 20      | 24      |
| Prickly ash, lb.....            | 40     | 45     | Powdered, lb.....                       | 1 25  | 1 35  | INDIGO, Madras, lb.....        | 75      | 85      |
| BUDS, Balm of Gilead, lb.....   | 55     | 60     | GUM ALGAE, Cape, lb.....                | 18    | 20    | INSECT POWDER, lb.....         | 35      | 35      |
| Cassia, lb.....                 | 25     | 30     | Barbadoes, lb.....                      | 30    | 50    | ISINGLASS, Brazil, lb.....     | 2 00    | 2 10    |
| BUTTER, Cacao, lb.....          | 70     | 75     | Socotrine, lb.....                      | 65    | 70    | Russian, true, lb.....         | 6 00    | 6 58    |
| CAMPHOR, lb.....                | 85     | 90     | Asafetida, lb.....                      | 45    | 50    | LEAF, Aconite, lb.....         | 25      | 30      |
| CANTHARIDES, Russian, lb.....   | 1 40   | 1 50   | Arabic, 1st, lb.....                    | 70    | 75    | Bay, lb.....                   | 18      | 20      |
| Powdered, lb.....               | 1 50   | 1 60   | Powdered, lb.....                       | 80    | 95    | Belladonna, lb.....            | 25      | 33      |
| CAPSICUM, lb.....               | 25     | 30     | Sifted sorts, lb.....                   | 45    | 50    | Buchu, long, lb.....           | 50      | 45      |
|                                 |        |        | Sorts, lb.....                          | 30    | 35    | Short, lb.....                 | 35      | 60      |
|                                 |        |        | Benzoin, lb.....                        | 50    | 1 00  | Coca, lb.....                  | 55      | 60      |
|                                 |        |        | Catechu, Black, lb.....                 | 9     | 20    | Digitalis, lb.....             | 15      | 70      |
|                                 |        |        | Gamboge, powdered, lb.....              | 1 20  | 1 25  | Eucalyptus, lb.....            | 18      | 20      |
|                                 |        |        | Guaiac, lb.....                         | 50    | 1 00  | Hyoascyamus.....               | 20      | 55      |
|                                 |        |        | Powdered, lb.....                       | 90    | 00    | Matico, lb.....                | 70      | 25      |

|                                       |       |       |
|---------------------------------------|-------|-------|
| Senna, Alexandria, lb                 | \$ 30 | \$ 35 |
| Timeveely, lb                         | 20    | 30    |
| Stramonium, lb                        | 20    | 25    |
| Uva Ursi, lb                          | 15    | 18    |
| LICORICE, Swedish, doz                | 1 00  | 1 10  |
| LICORICE, Solazzi                     | 48    | 50    |
| Pignatelli                            | 35    | 40    |
| Grasso                                | 30    | 35    |
| Y & S—Sticks, 6 to 1 lb., per lb.     | 27    | 30    |
| “ Purity, 100 sticks in box           | 75    | 75    |
| “ Purity, 200 sticks in box           | 1 50  | 1 50  |
| “ Acme Pellets, 5 lb. tins            | 2 00  | 2 00  |
| “ Lozenges, 5 lb. tins                | 2 00  | 2 00  |
| “ Tar, Licorice, and Tolu, 5 lb. tins | 2 00  | 2 00  |
| LUPULIN, oz.                          | 30    | 35    |
| LYCOPodium, lb                        | 70    | 80    |
| MACE, lb.                             | 1 20  | 1 25  |
| MANNA, lb.                            | 1 60  | 1 75  |
| Moss, Iceland, lb.                    | 9     | 10    |
| Irish, lb.                            | 12    | 13    |
| MUSK, Tonquin, oz.                    | 46 00 | 50 00 |
| NUTGALLS, lb.                         | 21    | 25    |
| Powdered, lb.                         | 25    | 30    |
| NUTMEGS, lb.                          | 1 00  | 1 10  |
| NUX VOMICA, lb.                       | 10    | 12    |
| Powdered, lb.                         | 20    | 25    |
| OAKUM, lb.                            | 12    | 15    |
| OINTMENT, Merc., lb. 1/2 and 1/2.     | 70    | 75    |
| Citrine, lb.                          | 45    | 50    |
| PARALDRHYDE, oz.                      | 70    | 22    |
| PEPPER, black, lb.                    | 16    | 18    |
| Powdered, lb.                         | 18    | 20    |
| PITCH, black, lb.                     | 3     | 4     |
| Bergundy, true, lb.                   | 10    | 12    |
| PLASTER, Calcined, lbl. cash.         | 1 25  | 3 25  |
| Adhesive, yd.                         | 12    | 13    |
| Belladonna, lb.                       | 65    | 70    |
| Galbanum Comp., lb.                   | 80    | 85    |
| Lead, lb.                             | 25    | 30    |
| POPPY HEADS, per 100                  | 1 00  | 1 10  |
| ROSYN, Common, lb.                    | 2 1/2 | 3     |
| White, lb.                            | 3 1/2 | 4     |
| RESORCIN white, oz.                   | 25    | 0     |
| ROCHELLE SALT, lb.                    | 25    | 28    |
| ROOT, Aconite, lb.                    | 22    | 25    |
| Althea, cut, lb.                      | 30    | 35    |
| Belladonna, lb.                       | 25    | 30    |
| Blood, lb.                            | 18    | 25    |
| Bitter, lb.                           | 27    | 30    |
| Blackberry, lb.                       | 15    | 18    |
| Burdock, crushed, lb.                 | 18    | 20    |
| Calamus, sliced, white, lb.           | 20    | 25    |
| Canada Snake, lb.                     | 30    | 35    |
| Cohosh, black, lb.                    | 15    | 20    |
| Colchicum, lb.                        | 40    | 45    |
| Columbo, lb.                          | 20    | 22    |
| Powdered, lb.                         | 25    | 30    |
| Coltsfoot, lb.                        | 38    | 40    |
| Comfrey, crushed, lb.                 | 20    | 18    |
| Curcuma, powdered, lb.                | 15    | 15    |
| Dandelion, lb.                        | 20    | 20    |
| Elecampane, lb.                       | 15    | 15    |
| Galangal, lb.                         | 15    | 15    |
| Gelsemium, lb.                        | 22    | 23    |
| Gentian or Genitan, lb.               | 12    | 15    |
| Ground, lb.                           | 13    | 24    |
| Powdered, lb.                         | 13    | 15    |
| Ginger, African, lb.                  | 18    | 10    |
| Po., lb.                              | 20    | 22    |
| Jamaica, blehd., lb.                  | 30    | 25    |
| Po., lb.                              | 35    | 38    |
| Ginseng, lb.                          | 4 50  | 4 35  |
| Golden Seal, lb.                      | 1 00  | 1 20  |
| Gold Thread, lb.                      | 90    | 15    |
| Hellebore, white, powd., lb.          | 15    | 98    |
| Indian Hemp.                          | 18    | 1g    |
| Ipecac, lb.                           | 5 00  | 5 20  |
| Powdered, lb.                         | 5 25  | 5 55  |
| Jalap, lb.                            | 40    | 40    |
| Powdered, lb.                         | 45    | 50    |
| Kava Kava, lb.                        | 40    | 90    |
| Licorice, lb.                         | 12    | 15    |
| Powdered, lb.                         | 13    | 50    |
| Mandrake, lb.                         | 13    | 15    |
| Masterwort, lb.                       | 16    | 18    |
| Orris, Florentine, lb.                | 30    | 40    |
| Powdered, lb.                         | 40    | 35    |
| Pareira Brava, true, lb.              | 40    | 45    |
| Pink, lb.                             | 40    | 45    |
| Parsley, lb.                          | 30    | 45    |
| Pleursey, lb.                         | 20    | 35    |
| Poke, lb.                             | 15    | 25    |
| Queen of the Meadow                   | 18    | 18    |

|                                   |       |       |
|-----------------------------------|-------|-------|
| Rhatany, lb                       | \$ 20 | \$ 35 |
| Rhubarb, lb.                      | 75    | 2 50  |
| Sarsaparilla, Hond, lb.           | 45    | 55    |
| Cut, lb.                          | 50    | 65    |
| Senega, lb.                       | 55    | 15    |
| Squill, lb.                       | 13    | 25    |
| Stillingia, lb.                   | 22    | 27    |
| Powdered, lb.                     | 25    | 40    |
| Unicorn, lb.                      | 38    | 25    |
| Valerian, English, lb. true.      | 20    | 45    |
| Virgunia, Snake, lb.              | 40    | 18    |
| Yellow Dock, lb.                  | 15    | 75    |
| ROM, Bay, gal.                    | 2 50  | 2 25  |
| Essence, lb.                      | 3 00  | 3 50  |
| SACCHARIN, oz.                    | 60    | 65    |
| SRED, Anise, Italian, sifted, lb. | 13    | 40    |
| Star, lb.                         | 35    | 5     |
| Burdock, lb.                      | 30    | 3     |
| Canary, bag or less, lb.          | 6     | 7     |
| Caraway, lb.                      | 10    | 13    |
| Cardamom, lb.                     | 1 15  | 1 25  |
| Celery                            | 25    | 30    |
| Colchicum                         | 50    | 60    |
| Coriander, lb.                    | 10    | 12    |
| Cumin, lb.                        | 15    | 20    |
| Fennel, lb.                       | 15    | 17    |
| Fenugreek, powdered, lb.          | 7     | 9     |
| Flax, cleaned, lb.                | 4     | 4 1/2 |
| Ground, lb.                       | 4 1/2 | 5 1/2 |
| Hemp, lb.                         | 5     | 6     |
| Mustard, white, lb.               | 11    | 12    |
| Powdered, lb.                     | 15    | 20    |
| Pumpkin                           | 25    | 30    |
| Quince, lb.                       | 65    | 70    |
| Rape, lb.                         | 5     | 6     |
| Srophanthus, oz.                  | 50    | 55    |
| Worm, lb.                         | 22    | 25    |
| SHDLITZ MIXTURE, lb.              | 25    | 30    |
| SOAP, Castile, Mottled, pure, lb. | 10    | 12    |
| White, Conti's, lb.               | 15    | 16    |
| Powdered, lb.                     | 25    | 40    |
| Green (Sapo Viridis), lb.         | 25    | 40    |
| SFERMACETI, lb.                   | 60    | 65    |
| TURPENTINE, Chian, oz.            | 75    | 80    |
| Venice, lb.                       | 10    | 12    |
| WAX, White, lb.                   | 50    | 75    |
| Yellow                            | 40    | 45    |
| WOOD, Guaiac, rasped.             | 5     | 6     |
| Quassia chips, lb.                | 10    | 12    |
| Red Saunders, ground, lb.         | 5     | 6     |
| Santal, ground, lb.               | 5     | 6     |

CHEMICALS.

|                                   |        |       |
|-----------------------------------|--------|-------|
| ACID, Acetic, lb.                 | 13     | 13    |
| Glacial, lb.                      | 45     | 50    |
| Benzoic, English, oz.             | 30     | 35    |
| German, oz.                       | 11     | 13    |
| Boric, lb.                        | 12     | 13    |
| Carbolic Crystals, lb.            | 50     | 50    |
| Calvert's No. 1, lb.              | 2 15   | 2 20  |
| No. 2, lb.                        | 1 40   | 1 45  |
| Citric, lb.                       | 60     | 65    |
| Gallic, lb.                       | 12     | 13    |
| Hydrobromic, diluted, lb.         | 30     | 35    |
| Hydrocyanic, diluted, oz. bottles | 1 50   | 1 60  |
| doz.                              | 8      | 10    |
| Lactic, concentrated, oz.         | 3      | 5     |
| Muriatic, lb.                     | 3      | 5     |
| Chem. pure, lb.                   | 18     | 20    |
| Nitric, lb.                       | 10 1/2 | 13    |
| Chem. pure, lb.                   | 25     | 30    |
| Oleic, purified, lb.              | 75     | 80    |
| Oxalic, lb.                       | 12     | 13    |
| Phosphoric, glacial, lb.          | 1 00   | 1 10  |
| Dilute, lb.                       | 13     | 17    |
| Pyrogallic, oz.                   | 35     | 40    |
| Salicylic, white, lb.             | 80     | 85    |
| Sulphuric, carboy, lb.            | 2 1/2  | 2 1/2 |
| Bottles, lb.                      | 4      | 5     |
| Chem. pure, lb.                   | 18     | 20    |
| Tannic, lb.                       | 1 10   | 1 15  |
| Tartaric, powdered, lb.           | 38     | 40    |
| ACETANILID, lb.                   | 65     | 70    |
| ACONITINE, grain.                 | 4      | 5     |
| ALUM, cryst., lb.                 | 1 1/2  | 3     |
| Powdered, lb.                     | 3      | 4     |
| AMMONIA, Liquor, lb., .880.       | 10     | 12    |
| AMMONIUM, Bromide, lb.            | 1 05   | 1 10  |
| Carbonate, lb.                    | 15     | 16    |
| Iodide, oz.                       | 35     | 40    |
| Nitrate crystals, lb.             | 40     | 45    |
| Muriate, lb.                      | 12     | 16    |
| Valerianate, oz.                  | 55     | 60    |
| AMYL, Nitrite, oz.                | 16     | 5     |

|                                       |       |       |
|---------------------------------------|-------|-------|
| ANTHRACIN, oz.                        | \$ 85 | \$ 00 |
| ANTIKAMNIA                            | 1 35  | 1 40  |
| ANTIPYRIN, oz.                        | 0 55  | 0 65  |
| ARISTOL, oz.                          | 1 85  | 2 00  |
| ARSENIC, Donovan's sol., lb.          | 25    | 30    |
| Fowler's sol., lb.                    | 10    | 13    |
| Iodide, oz.                           | 50    | 55    |
| White, lb.                            | 6     | 7     |
| ATROPINE, Sulp. in 1/2 ozs. Soc., oz. | 6 00  | 6 25  |
| BISMUTH, Ammonia-citrate, oz.         | 40    | 45    |
| Iodide, oz.                           | 55    | 60    |
| Salicylate, oz.                       | 25    | 30    |
| Subcarbonate, lb.                     | 2 75  | 3 00  |
| Subnitrate, lb.                       | 2 25  | 2 30  |
| BORAX, lb.                            | 7     | 8     |
| Powdered, lb.                         | 8     | 9     |
| BROMINE, oz.                          | 8     | 13    |
| CADMIUM, Bromide, oz.                 | 20    | 25    |
| Iodide, oz.                           | 45    | 50    |
| CAFFEINE, oz.                         | 55    | 60    |
| Citrate, oz.                          | 35    | 40    |
| CALCIUM, Hypophosphite lb.            | 1 65  | 1 70  |
| Iodide, oz.                           | 95    | 1 00  |
| Phosphate, precip., lb.               | 35    | 38    |
| Sulphide, oz.                         | 5     | 6     |
| CERRIUM, Oxalate, oz.                 | 10    | 12    |
| CHINIDINE, oz.                        | 15    | 10    |
| CHLORAL, Hydrate, lb.                 | 1 25  | 1 38  |
| Croton, oz.                           | 75    | 80    |
| CHLOROFORM, lb.                       | 60    | 2 00  |
| CINCHONINE, sulphate, oz.             | 25    | 30    |
| CINCHONIDINE, Sulp., oz.              | 28    | 30    |
| COCAINE, Mur., oz.                    | 6 50  | 7 50  |
| CODEIA, 1/2 oz.                       | 75    | 80    |
| COLLODION, lb.                        | 65    | 70    |
| COPPER, Sulph., (Blue Vitriol) lb.    | 8     | 10    |
| Iodide, oz.                           | 65    | 70    |
| COPPERAS, lb.                         | 1     | 3     |
| DIURETIN, oz.                         | 1 60  | 1 65  |
| ETHER, Acetic, lb.                    | 75    | 80    |
| Sulphur, lb.                          | 40    | 50    |
| EXALGINE, oz.                         | 1 00  | 1 10  |
| HYOSCYAMINE, Sulp., crystals, gr.     | 25    | 30    |
| IODINE, lb.                           | 4 50  | 5 00  |
| IODOFORM, lb.                         | 5 50  | 6 00  |
| IODOL, oz.                            | 1 40  | 1 50  |
| IRON, by Hydrogen.                    | 80    | 85    |
| Carbonate, Precip., lb.               | 15    | 16    |
| Sacch., lb.                           | 30    | 35    |
| Chloride, lb.                         | 45    | 55    |
| Sol., lb.                             | 13    | 16    |
| Citrate, U.S.P., lb.                  | 90    | 1 00  |
| And Ammon., lb.                       | 70    | 75    |
| And Quinine, lb.                      | 1 65  | 3 50  |
| Quin. and Stry., oz.                  | 25    | 35    |
| And Strychnine, oz.                   | 13    | 15    |
| Dialyzed, Solution, lb.               | 50    | 50    |
| Ferrocyanide, lb.                     | 55    | 60    |
| Hypophosphites, oz.                   | 25    | 35    |
| Iodide, oz.                           | 40    | 45    |
| Syrup, lb.                            | 40    | 45    |
| Lactate, oz.                          | 5     | 6     |
| Permtrate, solution, lb.              | 15    | 16    |
| Phosphate scales, lb.                 | 1 25  | 1 30  |
| Sulphate, pure, lb.                   | 7     | 9     |
| Exsiccated, lb.                       | 8     | 10    |
| And Potass. Tartrate, lb.             | 80    | 85    |
| And Ammon Tartrate, lb.               | 80    | 85    |
| JEVES' FLUID, 25c. bottles, per doz   | 2 28  |       |
| " 50c. bottles, per doz               | 4 50  |       |
| LEAD, Acetate, white, lb.             | 13    | 15    |
| Carbonate, lb.                        | 7     | 8     |
| Iodide, oz.                           | 35    | 40    |
| Red, lb.                              | 7     | 9     |
| LIME, Chlorinated, bulk, lb.          | 5     | 6     |
| In packages, lb.                      | 7     | 8     |
| LITHIUM, Bromide, oz.                 | 30    | 35    |
| Carbonate, oz.                        | 30    | 35    |
| Citrate, oz.                          | 25    | 30    |
| Iodide, oz.                           | 50    | 55    |
| Salicylate, oz.                       | 35    | 40    |
| MAGNESIUM, Calc., lb.                 | 55    | 60    |
| Carbonate, lb.                        | 18    | 20    |
| Citrate, gran., lb.                   | 35    | 40    |
| Sulph. (Epsom salt), lb.              | 1 1/2 | 3     |
| MANGANESE, Black Oxide, lb.           | 50    | 50    |
| MENTHOL, oz.                          | 35    | 40    |
| MERCURY, lb.                          | 90    | 1 00  |
| Ammon (White Precip.)                 | 1 30  | 1 35  |
| Chloride, Corrosive, lb.              | 1 05  | 1 15  |
| Calomel, lb.                          | 1 20  | 1 30  |
| With Chalk lb.                        | 50    | 1 85  |

# DISINFECTANT

Spooner's Powdered "Phenyle"

Kills Germs

Deodorizer, Disinfectant GERMICIDE

The idea, theory and practice of correct sanitation. Awarded two gold medals at Chicago Fair in 1893, and Special Award from the Ladies' Bureau, holds Prof. Ellis' Certificate. No other can compare with it. Protect your home from contagious disease. To prevent such diseases is easier, cheaper and more intelligent and refined than to heedlessly breed them and afterwards endeavor to cure them with medicine. It's good for one—it's good for all. Its use is adopted by the best families in Canada, by hotels, public institutions, and by boards of health, by breeders, feeders and raisers of stock—horses, cattle, sheep, hogs, poultry, dogs, etc. Used and recommended by Seagram's stables. Sold everywhere by Drug, Hardware and General Stores—in barrels, 50-lb. pails, and 1-lb. packages. The Phenyle Urinal Cube is the best that is made.

ALONZO W. SPOONER, Maker, Port Hope, Ont.

The handsomest town in Canada, and "the only place in the world where COPPERINE is made"

LYMAN BROS. & CO., Wholesale Druggists, Toronto.

## Business Tips.

Wood Alcohol, prepared by the Standard Chemical Co., of Toronto, is a staple article, useful in the lavatory as well as the home.

The single punch Tablet Machine manufactured by Arthur Colton, Detroit, Mich., is one that should commend itself to every manufacturing pharmacist.

Do you purpose going on a trip shortly? Why not try the R. & O. Navigation Co.'s steamers down the St. Lawrence and through the famous rapids?

Photographic Supplies of all kinds may be obtained from W. A. Lyon & Co., Bay st., Toronto.

The British Chemists Co. are putting some splendid lines of patent medicines on the market, and they are advertising them in such a way that they are bound to sell.

Pharaoh and Pebble are leading brands of cigars made by J. Bruce Payne, Granby, Que. They are excellent goods and command a large sale with judges of "the weed."

If you want Castor Oil, Linseed Oil or Turpentine you can get lowest prices from the Atlantic Refining Co. They have a number of lines which you can handle to advantage. Write them.

Although Wilson's Fly Pads need no recommendation as the general public insist on having them, a Window Display, such as furnished by this firm, not only makes the sales larger but adds additional attractiveness to the store.

Read what Frederick Stearns & Co. say about Non-Secrets. They are pioneers in this line and they serve the trade well.

That full-page display advertisement of M. Staunton & Co., in this issue, will certainly interest all dealers in Wall Papers, as well as all who admire an artistic and attractive advt.

Have you read the advertisement of The Elliott & Co. Ltd. in this issue. The Specialties noted this month are all seasonable and well worthy the attention of buyers.

Tuck's Cards for the coming season will be Imperialistic, in keeping with the tenor of the times. Messrs. Warwick Bros. & Rutter, Toronto, are the agents.

A genuine "truism" may be safely said of the axiom which the Toronto Chemical Co. use in their advt. in this issue. There is no doubt that "Quality counts" both with the dealer and consumer.

Have you tried the Aromatic Cascara prepared by the Mackenzie, Snyder Co., of this city? It is one of their leading specialties and deservedly held in high esteem.

The Dominion Optical Company report business very brisk, and especially in Prescription Orders. The promptness with which orders are filled, together with the moderate prices, commend themselves to the trade.

### A Reliable Disinfectant.

What people need is a *reliable* disinfectant. When necessary to use anything of the kind, let it be first-class. There are many disinfectants offered the public that have no merit whatever—it's a loss of time and money to use them, and no good results can be obtained.

We believe in the use of disinfectants, they purify the air, kill the germs and ward off disease and prevent disease

spreading. Disinfectants should be used in every dwelling from cellar to garret in the spring, at house-cleaning time and through the hot months. The cellars and musty rooms of stores and offices should be disinfected and properly cleaned at least twice a year.

Disinfectants are fast coming into use by stock raisers and farmers and the best horsemen. It is considered a paying investment; it keeps out disease. Many a fine animal has been lost by this sanitary neglect. We have in mind one of the best articles known for this purpose. It has the advantage of being endorsed by Prof. Ellis, of the Toronto University, and it also took two gold medals and was commended by the Ladies' Bureau at the Columbian Exhibition at Chicago. It was the only disinfectant selected and used by the stock department against the world of disinfectants. It can be bought from all first-class drug stores in Canada. It is made by Alonzo W. Spooner, of Port Hope, under the name of "Spooner's Phenyle"—sold by Lyman Bros. & Co., wholesale druggists, Toronto.

### Constantly Increasing.

The demand for Wilson's Fly Pads is constantly increasing.

### Drug Wrapping Paper at a Low Figure.

Buntin, Gillies & Co., Hamilton, are offering some odd size drug wrapping at very low price. Considering the present scarcity and high price of such paper users will do well to secure some of this. The price while the lot lasts is 4 cents per lb.

F. W. Mitchell, class 1900, O.C.P., has obtained a situation with John Lewis, Montreal.

|                                  |       |       |                               |       |       |                                  |        |        |  |
|----------------------------------|-------|-------|-------------------------------|-------|-------|----------------------------------|--------|--------|--|
| Iodide, oz.....                  | \$ 35 | \$ 40 | Carbonate, lb.....            | 3     | 6     | Geranium, oz.....                | \$1 75 | \$1 85 |  |
| Bim, oz.....                     | 25    | 30    | Hypophosphite, oz.....        | 12    | 15    | Rose, lb.....                    | 3 20   | 3 50   |  |
| Oxide, Red, lb.....              | 1 30  | 1 35  | Hyposulphite, lb.....         | 3     | 6     | Juniper berries (English), lb... | 4 50   | 5 50   |  |
| Pill (Blue Mass), lb.....        | 70    | 75    | Iodide, oz.....               | \$ 40 | \$ 40 | Wood, lb.....                    | 70     | 75     |  |
| MILK SUGAR, powdered, lb....     | 30    | 35    | Salicylate, lb.....           | 1 00  | 1 10  | Lavender, Chiris. Fleur, lb...   | 3 00   | 3 50   |  |
| MORPHINE, Acetate, oz.....       | 2 00  | 2 10  | Sulphate, lb.....             | 2     | 5     | Garden, lb.....                  | 75     | 1 50   |  |
| Muriate, oz.....                 | 2 00  | 2 10  | Sulphite, lb.....             | 8     | 10    | Lemon, lb.....                   | 1 50   | 1 60   |  |
| Sulphate, oz.....                | 2 10  | 2 15  | SOMNAL, oz.....               | 85    | 00    | Lemongrass, lb.....              | 1 50   | 1 00   |  |
| NERVINE, In 1 lb. bottles, lb... | 3 00  | 3 00  | SPIRIT NITRE, lb.....         | 28    | 68    | Mustard, Essential, oz.....      | 60     | 60     |  |
| In 1/2 lb. bottles, per lb.....  | 3 10  | 3 10  | STRONTIUM, Nitrate, lb.....   | 18    | 20    | Neroli, oz.....                  | 4 25   | 4 60   |  |
| " 1/4 " " " ".....               | 3 20  | 3 20  | STRYCHNINE, crystals, oz..... | 80    | 85    | Orange, lb.....                  | 2 75   | 3 75   |  |
| " 1/8 " " " ".....               | 3 60  | 3 60  | SULFONAL, oz.....             | 55    | 60    | Sweet, lb.....                   | 2 75   | 3 00   |  |
| (Glycerole of) per oz.....       | 1 60  | 1 60  | SULPHUR, Flowers of, lb.....  | 2 1/2 | 4     | Origanum, lb.....                | 65     | 50     |  |
| PRINS, Saccharated, oz.....      | 35    | 40    | Tare precipitated, lb.....    | 13    | 20    | Patchouli, oz.....               | 80     | 50     |  |
| PHENACETINE, oz.....             | 30    | 35    | PURE EMETIC, lb.....          | 50    | 55    | Pennyroyal, lb.....              | 2 00   | 2 25   |  |
| PIPOCARPINE, Muriate, grain...   | 12    | 13    | THYMOL (Thymic acid), oz..... | 55    | 60    | Peppermint, lb.....              | 1 75   | 1 90   |  |
| PHOSPHORUS, lb.....              | 90    | 1 10  | VERATRINE, oz.....            | 2 00  | 2 10  | Pimento, lb.....                 | 2 60   | 2 05   |  |
| POTASSA, Caustic, white, lb....  | 60    | 65    | ZINC, Acetate, lb.....        | 70    | 75    | Rhodium, oz.....                 | 80     | 85     |  |
| POTASSIUM, Acetate, lb.....      | 35    | 40    | Carbonate lb.....             | 25    | 30    | Rose, oz.....                    | 7 50   | 11 30  |  |
| Bicarbonate lb.....              | 15    | 17    | Chloride, granular, oz.....   | 13    | 15    | Rosemary, lb.....                | 70     | 50     |  |
| Bichromate, b.....               | 12    | 13    | Iodide, oz.....               | 60    | 65    | Rue, oz.....                     | 25     | 50     |  |
| Bitrat (Cream Tart.), lb.....    | 25    | 28    | Oxide, lb.....                | 13    | 60    | Sandalwood, lb.....              | 5 50   | 7 70   |  |
| Bromide, lb.....                 | 75    | 80    | Sulphate, lb.....             | 9     | 11    | Sassafras, lb.....               | 75     | 80     |  |
| Carbonate, lb.....               | 12    | 13    | ESSENTIAL OILS.               |       |       |                                  |        |        |  |
| Chlorate, Eng., lb.....          | 18    | 20    | Oil, Almond, bitter, oz.....  | 75    | 80    | Savin, lb.....                   | 1 60   | 1 50   |  |
| Powdered, lb.....                | 20    | 22    | Sweet, lb.....                | 40    | 50    | Spearmint, lb.....               | 3 75   | 4 79   |  |
| Citrate, lb.....                 | 70    | 25    | Amber, crude, lb.....         | 40    | 45    | Spruce, lb.....                  | 65     | 00     |  |
| Cyanide, lb.....                 | 40    | 50    | Rec't, lb.....                | 60    | 65    | Tansy, lb.....                   | 4 25   | 4 85   |  |
| Hypophosphites, oz.....          | 12    | 15    | Anise, lb.....                | 2 75  | 3 00  | Thyme, white, lb.....            | 1 80   | 1 87   |  |
| Iodide, lb.....                  | 3 50  | 3 75  | Bay, oz.....                  | 50    | 60    | Wintergreen, lb.....             | 3 50   | 5 75   |  |
| Nitrate, gran, lb.....           | 8     | 10    | Bergamot, lb.....             | 3 25  | 3 50  | Wormseed, lb.....                | 3 50   | 3 75   |  |
| Permanganate, lb.....            | 40    | 45    | Cade, lb.....                 | 90    | 1 00  | Wormwood, lb.....                | 8 25   | 8 50   |  |
| Prussiate, Red, lb.....          | 50    | 55    | Cajuput, lb.....              | 1 60  | 1 70  | FIXED OILS.                      |        |        |  |
| Yellow, lb.....                  | 32    | 35    | Caraway, lb.....              | 2 75  | 3 00  | CASTOR, lb.....                  | 12     | 14     |  |
| And Sod. Tartrate, lb.....       | 25    | 30    | Cassia, lb.....               | 2 60  | 2 25  | COD LIVER, N.F., gal.....        | 1 20   | 1 25   |  |
| Sulphuret, lb.....               | 25    | 30    | Cedar.....                    | 55    | 85    | Norwegian, gal.....              | 1 50   | 1 60   |  |
| PROPHYLAMINE, oz.....            | 35    | 46    | Cinnamon, Ceylon, oz.....     | 2 75  | 3 00  | COTTONSEED, gal.....             | 1 10   | 1 20   |  |
| QUININE, Sulph., bulk.....       | 45    | 50    | Citronella, lb.....           | 80    | 85    | LARD, gal.....                   | 90     | 1 00   |  |
| Ozs., oz.....                    | 50    | 55    | Clove, lb.....                | 1 20  | 1 30  | LINSBRED, boiled, gal.....       | 85     | 90     |  |
| QUINIDINE, Sulphate, ozs., oz... | 16    | 20    | Copaiba, lb.....              | 1 75  | 2 00  | Raw, gal.....                    | 80     | 85     |  |
| SALICIN, lb.....                 | 4 50  | 5 00  | Croton, lb.....               | 1 75  | 2 00  | NEATSFOOT, gal.....              | 1 20   | 1 30   |  |
| SANTONIN, oz.....                | 28    | 30    | Cubeb, lb.....                | 2 50  | 3 00  | OLIVE, gal.....                  | 1 30   | 1 30   |  |
| SILVER, Nitrate, cryst, oz.....  | 80    | 85    | Cumin, lb.....                | 5 50  | 6 00  | Salad, gal.....                  | 2 50   | 2 65   |  |
| SODIUM, Acetate, lb.....         | 30    | 35    | Erigeron, oz.....             | 20    | 25    | PALM, lb.....                    | 12     | 10     |  |
| Bicarbonate, kgs., lb.....       | 2 50  | 2 75  | Eucalyptus, lb.....           | 1 50  | 1 75  | SPEARMINT, gal.....              | 1 50   | 1 65   |  |
| Bromide, lb.....                 | 85    | 90    |                               |       |       |                                  |        |        |  |

## Drug Reports.

### Canadian Market Report.

Business keeps well up to the mark. No special changes in values to note. Camphor and glycerine keep creeping up in price. On account of foreign brush factories having so much business, it is a question whether orders given this spring will be as promptly delivered as usual, and, we would advise, in order to be sure of stock, it would be well to order from stock a little more than usual to provide for such a contingency as non-delivery.

### Patriotic Post Cards.

We are in receipt of sample packages of assorted patriotic private post cards which have been published by W. J. Gage & Co., Ltd. Each card has a portrait of one of the leading Canadian officers now in South Africa. They are very pretty and are published both in khaki and white, and should prove an excellent selling line.

The *American Monthly Review of Reviews* for June is a well-illustrated number. The important news topics of the month are editorially treated in "The Progress of the World," the opening department. A character sketch of "James J. Hill, a Builder of the Northwest," is contributed by Mrs. Mary Harriman Severance, who outlines the remarkable career of the president of the Great Northern Railroad. Dr. Albert Shaw, the editor, writes from full knowledge on "Paris and the Exposition of 1900." Mr. Jacob A. Riis, author of "How the Other Half Lives," forecasts the work of the New York Tenement House Commission recently appointed by Governor Roosevelt. Mr. Cleveland Moffett writes on "Automobiles for the Average Man." Mr. Charles A. Conant describes the operation of the refunding law passed by Congress last March. There are also illustrated articles on summer camps for boys, the Passion Play at Oberammergau, and new fiction for summer reading.

J. Mason Adams, class 1900 O.C.P., has obtained a situation with D. E. Campbell, Victoria, B.C.

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LeDroit Building, Washington, D.C.

### COMMERCIAL

### PRINTING

### A SPECIALTY

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