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CANADIAN DRUGGIST.

Vol. I.

TORONTO AND STRATHROY, SEPT., 1889.

No. 3.

THE CANADIAN DRUGGIST,

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

WILLIAM J. DYAS, - - Editor and Publisher.

SUBSCRIPTION, \$1 PER YEAR, IN ADVANCE.

Advertising Rates on Application.

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

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

New advertisements or changes to be addressed

CANADIAN DRUGGIST, 5 JORDAN STREET, TORONTO.

KENT DRUGGISTS' ASSOCIATION.

First regular meeting of Kent County Druggists' Association, held in Gainer House parlor, Chatham: meeting called to order 8.30 p.m.

President Pilkey in the chair.

Minutes of last meeting read and approved.

Communications were read from a number of county druggists asking to be placed on membership roll, and promising support.

Letters addressed to Secretary regarding price list were read, also from W. J. Dyas, editor CANADIAN DRUGGIST re proceedings.

From W. G. Smith, Guelph, notice of meeting of secretaries in Toronto.

Letters and telegrams from a number of members unable to be present. Report of constitution and by-law committee, and committee on prices were presented.

Your committee on constitution and by-laws have adopted the constitution and by-laws of the Hamilton District Association, with the following changes and additions:

Article I.—This Association be called The Kent County Druggists' Association.

Article V.—The admission fee for membership shall be \$2 (two dollars) and annual subscription fee shall be \$1, or such sum as will be necessary to meet association expenses, payable at any time after the first regular meeting in each year, on draft or call of the treasurer.

Article VII.—Same as Hamilton district, substituting "September" for "October."

Article IX.—Same as Hamilton district, substituting "three" for "five" members.

Article XIV.—The regular meeting of the Association shall be held the first Tuesday in September, December, March and June of each year, and subsequent meetings from time to time as may be agreed upon or called by the President.

Article XV.—Same as Hamilton district, substituting "five" for "eight" members.

On by-laws your committee adopted the by-laws of the Hamilton District Association, except clause No. V., substituting "within thirty days" in place of "without delay"; also, after president, insert "their decision shall be final unless the member so charged shall, within three days from the communication to him of such decision, give notice of his intention to appeal from the decision of the committee to the Association, and the decision of a majority of the members present shall be final.

By-law No. XI., omitting last clause.

R. A. CLARK, JAS. CROOKSHANK,
A. E. PILKEY,

Committee on Constitution and By-laws.

Report of Committee on Prices:—

Your Committee appointed on prices, after examining price list of association districts 6 and 10, herewith attached, are agreed, that, with additions, the attached price list would be suitable for the Kent Co. Association, and it is the opinion of your Committee, that, in order to make the Association a complete success, every druggist should subscribe to the prices and agree to follow the prices in every case.

Your Committee are also of the opinion that if a price book could be compiled, suitable for all druggists in the Province, it would be a move in the right direction, as well as being a considerable saving in cost of printing.

S. D. BRADLEY, A. E. PILKEY,
I. L. DAVIS,

Committee on Prices.

Moved, seconded and carried, that the report of the Constitution Committee, and

report of Price Committee be received and adopted.

Moved by Mr. Graham, seconded by Mr. Bowden, that fifty copies of Constitution and By-laws be printed, also the report of Committee on Prices be included, and a copy be sent to each member.—Carried.

The following committees were then struck and carried:—

Committee on Chemistry and Pharmacy
—J. W. McLaren, W. B. Switzer, R. C. Burr.

Trade and Commerce—A. D. Brander,
A. E. Pilkey, I. L. Davis.

Grievance—E. Miller, J. Crookshank, P. Bowden.

Entertainment—S. D. Radley, Arkell, Graham.

Moved by Mr. Graham, seconded by Mr. Bowden, that the Secretary, I. L. Davis, be a delegate, and attend, on behalf of the Association, the meeting of Secretaries to be held in Toronto September 19.—Carried.

Meeting then adjourned.

I. L. Davis, Secretary.

ONTARIO COLLEGE OF PHARMACY.

In the August number we gave our readers a complete account of the proceedings of the summer session of the Council of the Ontario College of Pharmacy, reported specially for this journal.

Being the first meeting of the new council, and a lively interest being taken in the matters under discussion by the druggists of Ontario, we had no hesitation in allotting a considerable space to the exclusion of other matter of more interest, perhaps, to some of our readers in the other provinces.

The session was a lengthy one and full of business-like procedure, and, we trust, will be productive of practical results.

The election of officers was, in our opinion, a good one: Mr. Clark, as President, brings with him the experience of a former term and also a zeal which has already shown itself in its results. The individual members of the council are men of high standing, professionally, and are

fairly representative of all parts of the Province.

Perhaps at no time since the inception of the College has the same interest been taken, and, as may be expected, fault found, rightly or wrongly as it may be, with its working and result, therefore much is expected of the present Council, and we trust that they will be found equal to the occasion.

FANCY GOODS IN THE DRUG STORE.

There is, perhaps, nothing more essential to a drug business than that the store should look pretty. Clean and evenly labelled bottles placed at uniform intervals on the shelves, nice fresh sponges regularly assorted in a basket or on a revolving wire-holder, a handsomely-framed mirror, coloured lights in the window, tooth brushes and combs laid, not in heaps, but in rows, and divided according to value in proper trays, constantly refreshed samples of patent medicines, tooth powders, etc., are all essentials which every druggist will constantly keep watch upon, but a well-burnished show-case, full of pretty fancy goods, does more to assist in making the store attractive than would be generally accredited by the druggist himself. Customers waiting for prescriptions invariably spend their time looking around. It will generally be found that the pretty fancy goods give them the greatest pleasure, and the skilful salesman should not lose his opportunity of either making a sale or preparing the ground for a future visit with that intention. The one great drawback druggists have to contend with in selling fancy goods is, that people imagine that the advance put upon all his goods is the same. To obviate this the storekeeper should take some decided action to show that his fancy goods are cheap. Perhaps the best mode is to ticket a few of the "leaders," and when talking, not to forget the impression that his customer probably has. This difficulty once set aside and a druggist should be able to work up a larger and profitable trade in gifts and useful sundries and fancy goods.

CANADIAN MEDICOS.

The annual meeting of the Dominion Medical Association was held this year at Banff, N.-W.T., on August 12 and 13, and was largely attended by physicians from all parts of Canada, as well as a goodly number from the United States. The following are the officers elect for the ensuing year :

President—Dr. James Ross, Toronto.

Vice-Presidents—For Ontario, Dr. Bruce

Smith, Seaforth; for Quebec, Dr. Lachapelle, Montreal; for Nova Scotia, Dr. Johnston, Sydney Mines; for New Brunswick, Dr. Holden, St. John's; for Prince Edward Island, Dr. McLeod, Charlottetown; for Manitoba, Dr. Spencer, Brandon; for North-West Territories, Dr. Butt, Banff; for British Columbia, Dr. Edwards, Nanaimo.

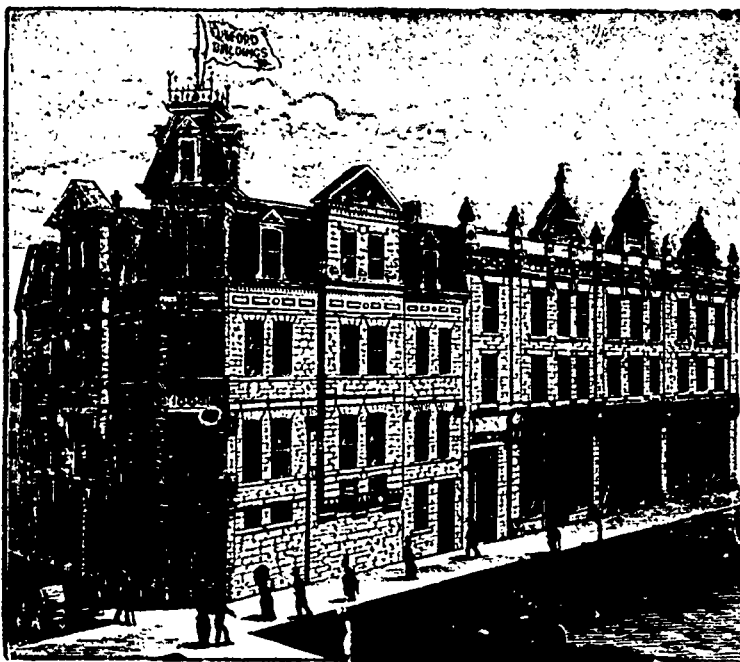
General Secretary—Dr. James Bell, Montreal.

Treasurer—Dr. W. H. B. Aikins, Toronto.

Local Secretaries—For Ontario, Dr. Farley, Belleville; for Quebec, Dr. Elder, Huntingdon; for Nova Scotia, Dr. Muir, Truro; for New Brunswick, Dr. Raymond, Sussex; for Prince Edward Island, Dr. Warburton, Charlottetown; for North-West Territories, Dr. Higginson, Winnipeg; for British Columbia, Dr. Rutledge, Moosomin.

The new block is situated on the corner of King Street and Court House Avenue, adjoining the Post Office, and has a total frontage on both sides of 175 feet. It is constructed entirely of limestone brought from the Ottawa Valley, and is elaborately trimmed with Credit Valley stone, and presents at once a handsome and imposing appearance. On the ground floor are five handsomely finished stores, the principal one being that located on the corner, and occupied by the firm with their drug business. The store is beyond question the handsomest drug store in the Dominion. The entire front of the store is of massive plate-glass, surmounted by panels of art glass in rich colours, giving a most pleasing effect.

The interior of the store has apparently been fitted up regardless of expense. The walls and ceiling were decorated by New York artists, and is known as *lin spar*, and



BUILDING OCCUPIED BY FULFORD & Co.

A PROSPEROUS DRUGGIST.

It is always a pleasure on the part of the CANADIAN DRUGGIST to note evidences of prosperity and enterprise among the trade; and it is with feelings of this nature that we present the readers of this number with a woodcut of the magnificent block recently completed by G. T. Fulford, druggist, of Brockville, together with a brief description of the same. Messrs. Fulford & Co. are well known from one end of the Dominion to the other as the manufacturers of Nasal Balm, a sterling remedy for the cure of catarrh. They are known, too, as successful and enterprising druggists, and their handsome new block gives the best evidence of their business and financial solidity.

the decorations present an effect both rich and unique. The shop fittings are of birch and curly maple, elaborately carved and finished in the natural colours, while here and there panels of costly bevelled plate-glass mirrors add to the effect. The floor is of black and white marble tile, laid in mosaic fashion. The dispensary is probably as complete as human ingenuity can make it, and fitted with elaborate appliances of the trade.

The second and third stories are fitted up for office purposes *en suite*, and admirably adapted for the purpose intended. The fourth storey is devoted to the laboratory for the manufacture of Nasal Balm, etc., and has been specially fitted up for carrying on the firm's large and increasing

trade in this preparation. The building throughout is heated with hot water, supplied with water and lavatories in all parts, and the various flats may be reached either by stairs of easy ascent or by an elevator. The whole building is a marvel of completeness and elegance, and a credit alike to its enterprising owner and to Brockville. Any of our readers who may visit that town will be amply repaid for any time they may spend in examining this block, and we can vouch for it that Messrs. Fulford & Co. will cheerfully show them through it.

WHAT ARE A DRUGGIST'S DISTINCTIVE FANCY GOODS.

To answer this question accurately one should know thoroughly the class of customers the druggist controls; but in general terms it may be said that an embellishment of any of his sundries is naturally contained in the list. Thus toilet cases, holding a brush, comb and mirror, or a cake of soap, or some bottles of perfume, or a nail set, are, first of all, Druggists' Fancy Goods. Travelling cases too are seldom found anywhere else, except in the larger cities. China or glass stands, or boxes for the toilet table are all in the same category. There are also some goods which are expected to be found both in the jewellery and drug store, such as spectacles and cases, thermometers, calendars, etc. The stationer may also be opposed in a few of the more fancy styles of ink bottles, in the better lines of purses, penknives, etc. In fancy goods there are two things to remember:

1. In most cases a customer has only half made up his or her mind what to buy, and very often has no idea at all.

2. In order not to lose a sale your stock must be sufficiently varied to satisfy the buyers that they have a large enough choice without going elsewhere.

It is not therefore well to confine one's buying to one class of goods, but rather to invest in small quantities of different styles, nor must it be thought that Xmas time is the only season. Presents, though, of course, not to the same extent as in the holiday season, are made at all times, and the dealer who wishes to control the best Xmas trade must keep his fancy goods constantly before his customers.

QUEBEC PHARMACEUTICAL ASSOCIATION.

The semi-annual examinations for major and minor candidates will be held in the lecture room of Laval University, Quebec, commencing Tuesday, Oct. 15th, at 9 a.m. Candidates must file their applications, duly certified, with the Registrar, E. Muir, Esq., Montreal, on or before Oct. 5th.

TRADE NOTES

J. R. Seymour, St. Catharines has refitted his store after the style of the drug store in the Windsor Hotel, Montreal. He has closed his branch store at Grimsby Park.

Drug Association, number six, which includes the counties of Wellington, Halton, Peel, Dufferin, and Carlton, will have a meeting at Toronto in the college building, on the 19th September, to arrange a scale of prices.

Pear's soaps are to be put into the hands of all dealers. In view of the probable cutting in price that this will result in the London druggists have dropped the price to cost and less. We understand they are to hold a meeting to talk the matter over.

Mr. C. McD. Hay, of Lyman Bros. & Co., met with a serious accident at Guelph on Friday. While riding from the hotel to the station in the bus some boys got on step, the driver struck at them with the whip, and the end of the lash just caught Mr. Hay in the left eye, which resulted in acute inflammation, which means a darkened room for some days for him.

T. S. Petrie, of Guelph, has returned from a trip up to Mackinac.

Correction.—In the August number there appeared amongst Trade Notes the announcement of the death of T. B. Barker, Esq., of St. John, N.B.; this should have read Geo. A. Barker, son of T. B. Barker. Deceased was a retail druggist in St. John, and was also mayor of that city at the time of his death, and was a gentleman held in high esteem by his fellow citizens.

A fire occurred in the drug store of Wm. McDonald, Tilsonburg, on the night of August 31st, the entire contents being destroyed. Estimated loss, about \$2,500. Insurance, \$1,000. The fire was caused by the explosion of a coal oil lamp during the absence for a few minutes of the clerk in charge.

A. Dowsley has opened a new drug store in Cardinal, Ont.

S. Bail, of Little Current, is in difficulties. A meeting of his creditors was held on the 12th August, but we have not been able to find out the result of their considerations.

Sheriff Smart, of Brockville, acting as assignee for the estate of John Boyer & Co., who failed last November, has been considerate enough to declare a dividend of eighteen cents in the dollar.

In a carnival number of the Halifax Chronicle, sent to us a week or two since, we were pleased to see the genial face of J. Godfrey Smith, who has one of the finest drug stores in the Nova Scotia capital. According to Lower Province custom Mr. Smith, besides keeping every drug that is required and all the regular sundries and patent medicines, has a full

line of stationery, spectacles and fancy goods enough to fill a whole store up west devoted to nothing else. There are but few fancy goods stores east of Montreal and the druggists have things more their own way accordingly.

Among the visitors to our sanctum during the last month were W. A. Houston, representing Thos. Leeming & Co., T. W. Heinemann, the great plaster manufacturer of Chicago; Mr. Millard, the atomizer maker of Providence; John Lowden, late of Lowden, Paton & Co., but now the agent of the Burlington Glass Co. Of them all Mr. Lowden would be adjudged the cleverest, but for deep thought, based on long and steady reading and thinking, there are few men in business to day who could cope with Mr. Heinemann. It does one good to occasionally meet a commercial man who prizes the faculties of his brain before the almighty dollar. Mr. Millard is a self-made man, for years foreman for Davol, the rubber goods manufacturer. He invented some improved atomizers and syringes and launched out with but little aid to day may well be called wealthy. Mr. Houston says that Johnson & Johnson's goods are the best in the market and it would be wise to have your eye on your own door before you begin to question the assertion.

Judging from the number of businesses sold during the last four weeks there are quite a few discounted druggists in the country. J. W. Warwick, Brantford; R. P. Skinner, Niagara Falls; J. E. Holland, Holland, Duncombe & Co., St. Thomas; Dr. C. J. Edgar, Inverness, are amongst those whose names have come under our notice.

Under the name of "Blue Seal Vaseline" the Cheseborough Manufacturing Co. are putting up their vaseline in two ounce bottles, packed in one gross boxes, and sold at \$9 per gross. There is no excuse for dealers putting up any inferior imitations of this article and leaving themselves open for vexatious litigation, especially when the genuine article can be purchased at so reasonable a figure. As the season is almost on for a large consumption of this article dealers will do well to lay in a supply of "Blue Seal."

Louweiss, the popular dentifrice, manufactured by Johnson & Johnson, is now put up in collapsible tubes as well as in bottles, the tube retailing for 25c. The demand for this article is deservedly increasing. Thos. Leeming & Co., Montreal, are agents for Canada.

Notwithstanding the various imitations and proposed substitutes Lactopeptine gains in favour every day, and is now as standard as almost any article of the Pharmacopœa. From its thorough reliability and unvarying results it has won its way to the front rank of remedies. R. L. Gibson, 30 Wellington street E., Toronto, is general agent for Canada for this and the Maltine preparation advertised on first page of cover.

Smith & McGlashan Co.

[LIMITED]

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DRUGGISTS' SPECIALTIES

Sundries and Fancy Goods

Agents for E. B. Shuttleworth's Fluid Extracts, Specialties and Pharmaceutical Preparations

Malleable Steel Spring, Reversible, Hard Rubber, Celluloid, and Elastic Belt Trusses.

Making orders for Trusses promptly filled. We make a specialty of Hard and Soft Rubber Sundries.

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

SMITH & McGLASHAN CO., Limited

53 FRONT ST. E.

TORONTO, - ONT.

HICKSON, DUNCAN & CO.

25 FRONT STREET

Successors to

W. H. BLEASDELL & CO.

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

DRUGGISTS' AND TOBACCONISTS' SUNDRIES

Toys, Cutlery, Sporting Goods, Games, Vases, Brushes, Bisque Figures, Stationery, etc.

Yours respectfully,

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

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DUPONT'S BRUSHES

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The Largest and best assorted Stock in
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BRUSHES, COMBS, SPONGES,
PERFUMERY,
CHAMOIS, SOAPS, FANCY GOODS,
TOILET REQUISITES.

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Please mention CANADIAN DRUGGIST
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DRUGGISTS

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WAREHOUSES:

71 & 73 Front St. East

CHEMICAL WORKS AND MILLS:

147 & 149 Front St. E.

TORONTO.

A full assortment of Drugs, Chemicals and
every requisite for the retail trade.

BREVITIES.

CASTOR OIL.—Hazura and Grüssner, as the result of experiments, have arrived at the conclusion that of all the fatty oils examined so far castor oil is the only one which contains no oleino.

MORPHINE.—Knoor, working on methyl-morphimothine methiodide, has obtained results which show that of the three carbon atoms in morphine one is attached to the nitrogen atom as methyl, so that the alkaloid cannot contain a pyridine-ring.

OLIVE OIL.—Hazura and Grüssner have made a searching examination of the oxidation products of the liquid fatty acids of olive oil, the result of which points to the fact that both oleic and linoleic acids are present in the oil, and in all probability they exist in most non-drying oils.

THE SOLUBILITY OF CHLORATE OF POTASSIUM.—Mr. Alver Findlay, in a paper read to the Edinburgh Chemists' Assistants' Association recently, showed that at 40° F. the solubility of this salt in water is only 1 in 26. He also stated that the presence of tincture of perchloride of iron in a mixture materially increased the solubility of potassium chlorate, and that even in the cold chlorine was slowly liberated. The addition of glycerine was found to diminish the solubility.

ICE AS A PHARMACEUTICAL PRODUCT may soon be a matter of fact, if the advice of a number of medical societies in Germany is taken by the Pharmacopoeial Commission of that land. The Pharm Post says that several organizations of physicians have passed resolutions requesting the Commission to admit ice into the Pharmacopoeia. The District of Baden has long had a law which requires apothecaries to always keep on hand ice for medical purposes. Outside the elementary experiments of the apprentice, when he first reads the chapter on "artificial cold" in his natural philosophy, we doubt that any ice will ever be manufactured in the drug store.

INSECT POWDER has been used as a dressing for ulcers and wounds, to prevent the formation of maggots. It also answers to preserve dried insects and plants in cabinet collections.

ACACINE is a white powder looking and tasting a great deal like acacia, but is not so bulky. To the touch it appears considerably like pulverised arrowroot. An eminent chemist, says Mr. G. G. Allen, in the Registered Pharmacist, suggests that the manufacturer has succeeded in extracting the mucilage from Irish moss, the result being, when finished, a preparation which is put on the market as acacine. It produces an emulsion almost instantly, and one that is apparently complete when examined in the bottle as finished. In preparing the emulsion of cod-liver oil with acacine, no amount of

trituration will reduce the size of the globules to that of an acacia emulsion. After taking an egg-beater and beating the acacine emulsion, and comparing it with acacia emulsion, it was found that the oil globules of the latter were at least a half smaller than those of the acacine emulsion. The acacia emulsion separates, but the acacine one does not.

A PHARMACIST in Warsaw was recently making up a prescription consisting of 32 parts of chlorate of potassium and 4 parts of tannic acid, and on adding a few drops of oil of peppermint to flavour it the mixture exploded with great force, doing considerable damage. A St. Petersburg pharmacist has dispensed the prescription with the same result.

SOLUTIONS OF TARTARIC AND CITRIC ACIDS are, according to Reinhardt, preserved by the addition of salicylic acid; $\frac{1}{10}$ per cent. of salicylic acid (on the weight of dry substance) is sufficient for a solution of tartaric acid, and $\frac{1}{2}$ per cent. for a solution of citric acid. So treated, they may be kept for years in quite good condition.

A DEFECTIVE PHARMACY ACT.—The Pharmacy Act of New South Wales does not wear very well. For some time past the New South Welshmen have shown a singular taste for "Rough on Rats," and as this remedy for all the ills of life is little besides pure arsenic, it has at least the merit of certainty. In order to check the too free indulgence in this luxury, "Rough on Rats" was gazetted in the usual form into the poisons schedule. But the first time an attempt was made to punish a vendor who had not observed the necessary formalities, it was found that the proclamation was ultra vires, as clause 7 of the Act exempts from its operation "poisonous mixtures for the destruction of vermin." It is a curious complication though that the 4th section enacts that "it shall not be lawful to buy or sell any poison for the avowed purpose of destroying rats or other vermin infesting houses, unless the purchaser be a householder." But the framers of the Bill thoughtfully saved the courts trouble in regard to this section by omitting to attach any penalty to its infringement. The Sydney papers, which comment in severe terms on the failure of the Act to protect the public, account for its imperfections by explaining that those who drafted it had their minds fixed on the object of getting an official status for the Pharmaceutical Society, "as the association of druggists is learnedly self-styled."

A NEW HYPNOTIC.—Drs. Hagen and Huefler have just issued a report on a new hypnotic called chloralamide, which is stated to induce sleep immediately after taking; the dose is from 80 to 45 grains dissolved in wine, or given in wafers. It was tried in twenty-eight cases, and was successful in twenty-six of them, no injurious secondary effects being observed.

SULPHONAL AS A NARCOTIC.

At the annual meeting of the Dominion Medical Association, held at Banff, Dr. James Stewart, of Montreal, presented the histories of fifty-two cases in which sulphonal had been administered for the purpose of procuring sleep. When severe pain was present he found the drug useless, but in those cases where sleeplessness was present without pain it was highly useful. In those neurotic cases where the morphia or chloral habit had been developed it was the means of securing beneficial sleep when given in twenty-grain doses. There was, he believed, no fear of the habit being established, as in the commonly used narcotics. No depression of the heart had been noticed from its use. The dose is from fifteen to twenty grains—the ordinary dose being twenty grains. Larger doses are known to produce atoxic symptoms.

Dr. Whittaker, of Cincinnati, spoke from experience in the use of sulphonal, and confirmed all that Dr. Stewart had said in its favour. As an agent to procure sleep he considered we had in it a most valuable remedy. He had used it in large doses, giving as much as half an ounce within three or four hours, and had never seen any danger, or the least symptom of danger, from its use. There were persons who could not sleep while travelling on a train or steamboat. Such persons might have a good night's sleep, free from any objectionable after-effects, by taking early in the evening fifteen grains of sulphonal. He believed that it was no use whatever as an anodyne, but given in those cases requiring such a remedy it was a new and highly valuable remedy.

DRUGGISTS AS OPTICIANS.

The question is frequently asked, "Why do so many people nowadays wear glasses?" The answer is easily given. Within the last twenty or twenty-five years much has been learned about the value of glasses, and their range of usefulness has been largely extended; as a consequence, people are taking better care of their eye-sight, and statistics show that the number of persons losing their sight has greatly diminished. Again, the eyes need more help now than formerly, because every year the amount of work they are required to do increases greatly—new employments, closer application, the more extended reading of cheap literature and newspapers all combine to overtax the eye and render it liable to give way in the continued strain and struggle of work. This being the case, glasses are coming

more into demand every day, and are becoming a necessity to a large proportion of our people. Seeing this, and recognizing the fact that where intelligence and competency are required the druggist comes to the front, we are of opinion that optical goods, that is to say, spectacles, eye glasses, opera glasses, microscopes, and all that go to make up the optician's stock in trade, should form an important feature in every well-kept drug store. Easy to handle, requiring but a short time to become thoroughly acquainted with the fitting of sights, etc., yielding good profits, and making a nice display when properly shown, they not only make up for many of the "cuts" which the drug business of the present day has to suffer from, but build up a class of trade which, if properly looked after, will prove a source of remuneration in more ways than one.

There are several points which we would impress on those who have not hitherto handled these goods. One is, handle only first-class goods. Cheap goods, although seemingly profitable at first sight, do not pay, for they do not give satisfaction, and are in fact detrimental to your trade. Keep the stock of numbers well up, so as not to have to substitute one number when perhaps a higher or a lower would be more suitable, and make a striking display of your goods. In fact, make it one of your "specialties."

FLUCTUATIONS IN IODINE.

The following letter, which has been sent us for publication, shows the cause of the recent decline and subsequent sudden advance in price of iodine and its preparations:—

PHILADELPHIA, Sept. 6, 1889.

DEAR SIR.—As a number of our friends have written to us regarding the recent most unsatisfactory fluctuations in the price of iodine and the preparations of iodine; and as there appears to be a misapprehension as to the real position of manufacturers, we desire to briefly give the facts in the case.

The price of crude iodine is entirely under the control of a combination, composed of makers of iodine in South America and Europe.

We are in no way connected with the combination, but are separate and distinct from it, and subject to its decision as to how much and at what prices it will sell.

Within thirty days the price fell more than fifty per cent., and then abruptly advanced to the old figures. Over these fluctuations we had not the slightest control.

About August 1 the combination dropped the price—again on August 8—and again on August 12; but manufacturers of iodine preparations were at first refused sufficient supplies of iodine at the low price agreed upon by the combination, and finally were refused entirely, and found themselves in the anomalous position of receiving pressing orders (and for unusually large quantities) restricted to

low prices, without being able to purchase crude material at correspondingly low rates.

Had we been able to obtain an adequate supply of crude iodine at the low price named August 12, it would have been in our power, as it would have been our pleasure, to continue to furnish our friends with usual quantities and at low figures. But such was not the case.

We parted with a great deal of our stock at a heavy loss, but when our supplies of manufactured goods became greatly reduced, and, in some cases, entirely exhausted, and we were refused the crude material from which to continue manufacturing, there remained but one course to pursue; namely, to cut down orders.

And when the combination restored the price to the old figures, which it did about September 1, the only further course left for us to take was to go back to a basis of cost, and not work longer on meaningless quotations.

Very respectfully, your friends,

POWERS & WRIGHTMAN.

PHARMACY OF THE FUTURE.

A well-known professor of pharmacy in one of our eastern cities, not long ago said: The manufacturers have come to stay. Students of the subject all over the country are forced to believe that such is the fact. Some of us will be obliged to give up a favourite ideal in accepting it, for we have long dreamed of a pharmaceutical profession of individual pharmacists, each an independent manufacturer. But it must be apparent to the most superficial observer that this ideal is a false one. You ask, Why? Let us consider the answer.

First, pharmacy being the science of preparing medicine, it must of necessity depend upon therapeutics, or the application of medicine to cure disease. Pharmacy will therefore take form according to the demands of the medical profession. There is a growing tendency upon the part of the profession, as therapeutic science progresses, to use less medicine, and in simpler, more concentrated forms. For example take normal liquids. Here is a concentrated fluid form of medicine of standard strength obtained by assay. This class of preparation can be made with profit on the large scale, and, of course, is out of the reach of the pharmacist who manufactures on the smaller scale.

Take another example, that of coated pills now used so extensively. It is a well-known fact that the coating of pills in large quantities is a very cheap operation, while in the smaller way of the ideal pharmacist, competition with the great manufacturing houses engaged in this line of work is impossible.

Even the manufacture of fluid extracts is more profitable on a large scale, and in the struggle for supremacy the manufac-

turer can undersell the ideal pharmacist. And this is true in regard to all preparations, for the manufacturer who deals in large quantities can buy cheaper, and therefore undersell his smaller competitor, if he is forced to by competition.

Second, the large manufacturing houses have the advantage in the selection of drugs. They have the first pick in the market; and not until each lot is picked over many times does it finally fall in reach of the ideal pharmacist manufacturing small portions at one time. Then, too, when large purchases are made of drugs admitting assay, such as cinchona and the narcotics, the manufacturer can buy according to assay. This is done extensively in the case of some drugs, and the tendency is to a more extensive adoption of the plan.

There are other reasons, such as perfect machinery of costly design, etc., that puts modern pharmacy in many departments out of the reach of the ideal professional pharmacist. The modifying influence of homœopathy, too, is a factor of no mean importance in its influence, not only upon the public, but upon the prices as well. And thus successful manufacture of homœopathic triturations can be accomplished only upon a large scale.

The preparation of medicines, therefore, is leaving the hands of the ideal professional pharmacist, and going into the hands of the manufacturer. And the tendency is to its further exodus.

If the pharmacy of the future is going into the hands of the manufacturing houses, what is to become of the pharmacists of the future? Are they, too, going into the hands of the manufacturers? Yes, part of them undoubtedly are. As science progresses the competition between these houses will become more and more severe. This will require the employment of a higher and higher class of talent. To meet this demand our pharmaceutical colleges will be required to continually raise the standard: pharmaceutical training will have to be changed to fit young men to enter the great manufacturing establishments and handle improved forms of machinery not found in the drugstore. Analytical and synthetical chemistry of the higher and more practical type will have to be taught. It may seem a startling proposition, but it is nevertheless a fact that many teachers in pharmacy, now connected with our colleges, would be obliged to undertake a course of special training to fit them to occupy a position in charge of almost any one of the departments in a large manufacturing establishment.

But not all the pharmacists of the future will go into the hands of the manufac-

turers. A training corps of dispensing pharmacists is necessary both to serve the physician and patient. It is prophesied that the old school will finally imitate the new, and dispense their own medicines. Even then there must be in every community a place where medicine is sold at retail. One familiar with the tendency of the times, cannot help seeing that the various schools are drifting to a common anchorage. The final harbour will be one in which all practice will merge into one. The physician of the future will dispense part of his medicine, and send his patients to the drug store for the other part. He will dispense such medicines as he can conveniently carry; and write prescriptions for all the bulky things like cod-liver oil, mineral waters, etc., etc.

This corps of trained dispensers will be competent to judge manufacturers and discriminate between them. A's popsin is the best on the market. B excels in the manufacture of pills. C has the best stock of fluid extracts, etc. The medical profession will gain confidence in the judgment of the educated pharmacists, and depend upon them rather than upon the representations of drummers. This class of gentlemen, who now frequent the doctor's office, will confine their attention more generally to the pharmacists, except, possibly, at stated times, when physicians and pharmacists, together with the trained representatives of these houses, will meet in convention to discuss the problems of the day in regard to the preparation of medicines.

The pharmacist of the future will be educated in the use of the microscope for the examination of pathological specimens; he will be competent to conduct urinary analysis; he will be sufficiently instructed in surgery and therapeutics to treat minor complaints and emergency cases; and he will belong to a great aid corps to the medical profession, and work hand in hand with the physician for the relief of human suffering.

Finally, each state will pass pharmacy laws that will prevent any one from manufacturing or selling medicine unless duly qualified by proper education and experience; that will abolish secret formulas, and do away with the proprietary scheme with its abuse of trademarks, so that the pharmacy of the future will be carried on by competent professional gentlemen. Under such laws, that misnamed trade called the "patent" medicine business, can no longer exist, and the American public will have another cause for thanksgiving.

[F. E. Stewart, in Drug Bulletin.]

DOSEAGE RULES.

The Indian Medical Journal offers quite ingenious rules regulating the size of doses for children.

Let 21 parts be an adult dose, then give as many parts as there are years in the child's age. Thus a child of one year would get 1-21 of a dose; 6 years, 6-21; 14 years, 14-21.

For old persons let the full dose be represented by 60-60 and invert the fractions thus; for a patient 65 years old, 60-65 of a dose; for 70 years, 70 or 6-7; for 80 years, 60 or 6-8, etc.

It must be borne in mind that children require smaller doses of sedatives, and larger doses of purgatives, proportionately, than are here given.

A NEW TEST FOR THE SALTS OF COPPER.

M. Donigies (Moniteur de la Pharm.) proposes the following:—Place in a test tube two cubic centimeters of a saturated solution (cold) of potassium bromide in water; add one cubic centimeter of concentrated sulphuric acid, and shake. After adding the acid, the lower portion of the mixture will turn slightly yellow, but this tinge will disappear on shaking, if the bromide be free from bromate. Add, now, 2 or 3 drops of the suspected solution, and the presence of copper, even in the smallest proportion, will be shown by a carmine coloration, which becomes more intense by

heating, and disappears on the addition of water. This reaction is exceedingly sensitive. It is produced also by solutions of some other metals, as nickel and cobalt.

THE OPIUM CROP.

The collection of opium, in the principal districts of Asia Minor which produce that important drug, is now approaching its end, and although no definite reports are yet to hand from Smyrna and Constantinople regarding the out-turn of the harvest, it may be taken as probable that the crop will be about a fair average one, few operators estimating it at less than 6,000 cases, while several generally well-informed firms place it at a not inconsiderable percentage in excess of that figure. At the same time it should be added that telegrams have been received here this week from Smyrna, the tenor of which is rather in contradiction to the mail news from that place, and indicate that during the last two or three days the Smyrna market has become excited, and that a pretty considerable amount of business has been done at a general advance in quotations. But in the absence of any definite and reliable details of this improved position, we see no reason to mistrust the general character of the news from Smyrna, and that does not appear to be of a really alarmist character. A crop of 6,000 cases would be scarcely sufficient to cover the normal consumption for a year; but it should not be forgotten that there must be a fairly heavy stock left over from last season, when the opium crop was, it is on all hands acknowledged, an exceptionally good one. This heavy stock, though much of it may be in the hands of very firm holders, will have to be reckoned with as a dead weight in the way of any sustained and considerable upward movement. It is thought that there were about 1,350 cases in stock here at the beginning of this month, and about an equal number is in the various Turkish centres, while America might add another 1,000 cases to the aggregate of the other markets. This stock is certainly from 10 to 15 per cent. larger than that which was believed to exist at the commencement of

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last season's campaign; but, on the other hand, the present crop is pretty certain, satisfactory as it is, to fall short of last year's abundant harvest by at least five or six times the amount of the excess in the stock.

Presuming, therefore, our information from Smyrna with regard to the harvest prospects to be correct, a moderate advance seems not at all an unlikely event, though to some extent that advance has already been discounted, the average opium price in Smyrna, at the beginning of the present campaign, being about 20 per cent. in excess of that of the 1888 season. Another circumstance which is mentioned as likely to be of some account in keeping the opium prices up is, that since the recent establishment in Smyrna of a branch of the *Crédit Lyonnais* bank, it has become easier for weak holders to raise money than was formerly the case. Whether this will really have any appreciable influence on the market we cannot judge, but at any rate it is a factor which deserves to be mentioned when passing in review the chances for and against a rise in the value of the drug.

As regards the quality of the new crop, it is as yet too early to speak with any degree of certainty. As we stated before, the harvest in the provinces is now practically at an end, but the new opium is only slowly commencing to arrive on the Smyrna market, and it would be premature to judge the average quality of the crop by that of the 150 cases, or thereabouts, which had reached Smyrna up to the middle of this month. In the Salonica district, we know, the crop has been a large one, fully 1,200 cases, or double that of last season, when this very district was one of the weak points; but as yet there is no saying what quality of opium such important districts as Malatia, Karahissar, Koniah, Tokat, etc., have produced this season. One thing, however, is known, viz., that the harvesting period, and that immediately preceding it, have been attended by unusually favourable weather, though generally speaking the crop is late in consequence of the delay in the spring sowings resulting from the prolonged wintry season. The next great feature in the Smyrna market will probably be the purchases for account of the Dutch Colonial Department, which appears as a large buyer of certain qualities of opium every season. The anticipation of the requirements of this large purchaser always gives rise to a very considerable amount of speculation. So far as we are able to judge at present, the position would seem to be most in favour of the maintenance of the current rates for the drug, or, perhaps, a slight advance; but it is quite possible that for a time, at any rate, a feeling of panic may seize some of the Smyrna operators, and make its effects temporarily felt on the London market; for although, as we have frequently pointed out during the last few years, the outturn of the crop must regulate the quotations ultimately, yet opium is one

of the articles most liable to unaccountable and wayward speculations—partly on account of the extreme difficulty of obtaining reliable data as to what goes on in the remote districts of Asiatic Turkey, and partly because the bulk of the trade is in the hands of a few large houses, whose wealth enables them to operate independently of the considerations which generally guide operators of more modest resources. With regard to the yield of the different varieties of opium respectively used by druggists, morphia makers, exporters, etc., no information is available until further details regarding the harvest in each particular district have been received; and it is quite possible that the rise or fall, as the case may be, will prove more pronounced in the case of one of these varieties than in that of another.—[Chemist and Druggist.



Short, timely articles upon subjects of interest to pharmacists are solicited for this department. In order to be in time for publication in the issue of a given month, they should be in the editor's hands on the third day of the month.

Always send your proper name and address: we do not publish them unless you wish: if you do not, please use a distinctive nom-de plume.

Write on one side of the paper only; and devote a separate piece of paper to each query if you ask more than one, or if you are writing about other matters at the same time

SELLING AT COST.

Editor CANADIAN DRUGGIST.

SIR,—A letter appeared in the August number of your journal under the heading "selling at cost." The writer requests, "would like to hear how others figure this up."

In the Druggists' Circular for December, 1888, appears a letter written by W. B. Lillard of New York, from which I will give some extracts.

Signs like the following are now to be found in many retail drug stores:

Great reduction in prices, all \$1 patent medicines at 69 cents; 50 cent ones at 33 cents; 25 cent ones at 14 cents. Quinine pills 1 grain 2c. per dozen; 2 grains 3c. per dozen; 3 grains 4c. per dozen; 5 grains 7c. per dozen; prescriptions at half price.

Toilet articles and perfumery are often added to the above list at about wholesale prices.

Now where does the profit come in?

I asked one prominent cutter what portion of his sales were at cut prices. He said 75 per cent., possibly more. I asked him if he had ever figured out what it cost to

do business? He said no; but judged it was about four or five per cent. Now this party claimed to do a business of \$16,000 per annum. I made an estimate of his expenses. I find that it costs this party to do business about 30 per cent. Mr. Lillard writes: I have made an estimate of the business of over 150 retail druggists in different parts of the United States, and find that their average sales are about \$8,000 per annum, and average expenses are \$2,000, or in other words it costs 25 per cent. to do a retail drug business.

Mr. Lillard again writes in August number of the Druggists' Circular, 1889. At the recent meeting of the Kentucky Pharmaceutical Association, the same matter was discussed; there seemed to be a unanimous opinion that the trouble in the trade was in cut prices, especially those on patent medicines. I have taken from a number of statements obtained three.

STATEMENT A.

On a business of \$29,841.25 per year a net profit was made of \$4,198.85. Expenses being \$8,801.15.

STATEMENT B.

On a business of \$5,121.70 per year a net profit of \$754.45 was made. Expenses being \$1745.55.

STATEMENT C.

On a business of \$11,217.00 per year, a net profit of \$854.90 was made. Expenses were \$4,191.60.

An old druggist writes in September number of the Druggists' Circular regarding these:

"I have been in business thirty years and have managed in that time to save a little money by dint of close attention and careful economy. I have kept a detailed account of purchases, of business expenses, of private expenses, and of bad debts during some considerable portion of that time. Here are a few figures for the years 1878, '79, '80, '81 and '82, five years. I purchased \$25,862.57 worth of goods. My business expenses during those five years amounted to \$7,598.86, exclusive of freight, bad debts and personal expenses. That is to say, every dollar's worth of goods I bought cost me \$1.29 before I got it into the hands of my customers. Am I more extravagant in my management than my neighbours? I think not.

"In statement A, given by Mr. Lillard, expenses are 52 per cent. on "purchases," in statement B and C they are 66 per cent.

"It would seem that the gentleman who furnished statement B, if he sells his business, invests his money at 6 per cent. and lives out as a clerk would make probably \$1,050 per annum instead of \$754.45 as he is doing now, whilst he who furnished statement C would make \$1,260 instead of \$852.90."

Supposing we examine these statements and try and place them on a basis that would be applicable to the retail druggists of On-

tario. The estimate made by Mr. Lillard, of an average of 150 retail druggists in the United States, that "it costs 25 per cent. to do a retail drug business" is not correct. He takes the amount of "sales" to be an average of \$8,000 per annum and expenses \$2,000 per year, and states that the percentage of expense is 25 per cent., or if an article is invoiced from wholesale at \$1 it costs \$1.25 to place it in the hands of a customer. Is this correct? No. It should be if an article is invoiced at 75 cents it costs \$1 to place in hands of a customer, or 33½ per cent. on the invoiced price of article to do a retail drug business (if he desires to sell without a profit). The percentage should be based upon the purchase price of the articles and not upon the selling price. So, by these statements, if an article is purchased at \$1 it will cost \$1.33 to place it in the hands of the customer.

In letter in your journal signed "Druggist," is the statement that "if an article costs wholesale \$1, it will cost when handed to customer \$1.20." I think he is below the average cost for expenses of a retail drug business in Ontario. A fair estimate of the average sales of the retail druggists in Ontario would be \$7,000 per annum, and expenses \$1,750 per year, these include rent, taxes, heating and lighting store, clerk, apprentice and cost of living for proprietor (he is at least entitled to this) and sundry small items. On this average estimate goods purchased at \$9 per dozen and sold at \$1 each nearly pay expenses of the store without any profit to the seller, or if an article is invoiced at \$1 it costs \$1.33 when handed to a customer.

Does it pay to sell goods to a physician at an advance on purchase price of 20 or 25 per cent? Are the druggists generally aware of the ratio expenses bear to purchases?

In view of these facts what ratio of profit ought a druggist to ask?

In the Era Supplement for August a statement is given of the number of retail druggists in the United States, namely, 31,527 (wholesale druggists, and most general stores handling drugs not included), of these 14,004 or about 44 per cent. are rated as being worth \$2,000 or more, and 56 per cent. as being worth less than \$2,000 each. Not a flattering record.

There are about 800 retail drug stores in Ontario. Does the aggregate sale per annum of these amount to over \$6,000,000? If not the average of \$7,000 per annum as sales for each is a fair estimate. I believe it will be under in place of over this amount.

Would like to hear from some other of our Ontario druggists on this matter.

Yours truly,

CHEMIST.

HAMILTON, Sept. 3rd, 1889.

A young lady has graduated at the Philadelphia College of Pharmacy, and the young male students who had made eyes at her so long have given up hope and called her pharma-sister. Poor thing!

CONGRATULATORY.

THE CANADIAN DRUGGIST.

GENTLEMEN,—We have to congratulate you upon the neat appearance of your journal and the high standard of its contents. With such a start as you have made there can be no doubt as to the future success of your enterprise. We do not look for noticeable returns from an advertisement such as we insert in your paper, having no doubt whatever that it is doing its work amongst the intelligent and enterprising members of the trade who are constantly on the watch for close prices and good values. Wishing you every success, we are very truly,

THE HEMMING BROS. CO. (LTD).

Publisher, CANADIAN DRUGGIST.

DEAR SIR,—We have had altogether better results than anticipated from advertisement in CANADIAN DRUGGIST. We can trace many orders from outlying districts, where our representatives have never called, directly to your publication. We consider the CANADIAN DRUGGIST to be the paper through which to bring any line of business to the notice of the druggists of Canada.

Yours very truly,

LAWSON & JONES.

Publisher, CANADIAN DRUGGIST

DEAR SIR,—Answering you of the 26th, we have pleasure in reporting that we have had several enquiries for the article advertised in your paper from druggists to whom we had not formerly sold direct, and that we consider the CANADIAN DRUGGIST a good medium for placing specialties before the trade. Yours faithfully,

ARCHDALE WILSON & Co.

FORMULÆ.

Some time ago Messrs. Gosnell & Co., of London, Eng., offered a prize of a free trip to Paris to the person sending the best formula for an inexpensive Cologne water. The successful competitor, out of 219, was Mr. G. F. Kneen, of Anerley Road, S. E. The following is his formula:—

Essence of bergamot	2 drachms
" lemon	1 "
Oil of neroli	20 drops
" orange	6 "
" rosemary	20 "
S. V. R. treble-distilled	1 pint
Orange-flower water	1 ounce

CITRIC ACID IN MILK.

Prof. Soxhlet, a French chemist, has demonstrated that cow's milk naturally contains citric acid in an almost constant proportion of 1 gram to every litre. A good animal yields, therefore, at a single milking as much of this acid as is contained in two or three lemons, and the annual aggregate throughout an extensive dairying neighbourhood must be something enormous. It occurs in the form of a calcareous salt.

A POINTER IN DISPENSING.

S. F. Hughes, Ph G., San Francisco, says: Every druggist appreciates the sense of embarrassment with which prescriptions applicable to delicate diseases are called for by the customer.

The ruby blush of the cheek too often tells the secret before the timid lip can speak it. The gaudy and fashionable attire may allure or amaze the layman, but the little scrap of paper handed to the clerk by the customer strips the latter of his spirit of nonchalant audacity and transforms him into a contrite creature, presenting his prescription, for which he richly pays, with an air of penitence intensified by an uncontrolled embarrassment of manner.

The writer was moved to these reflections a short time ago by a young man handing him a prescription as follows:

R Ung. Hydrargyri, ʒi
Div. in chart. No. xx.
Sig. Use as directed.

Dr. ———.

I determined to get out of the old way of preparing this prescription, and am happy to state that I was able to dispense it in one-third of the time heretofore required in the old process, by the adoption of the following method, which I can earnestly recommend to the use of the profession, it being simple but quite practical.

I first lay the Ung. Hyd. on a pill-tile and roll it into a long roll, adding plenty of lycopodium to keep it from sticking to the fingers, and cut it into twenty parts, using a heated spatula to avoid adhering. Each piece is then rolled into a marble shape by placing it in the palm of the hand and, as stated above, using lycopodium *ad libitum*; the waxed paper being laid out on the counter, each piece when finished was dropped on the paper without adhering in the least. I then folded each and dispensed as usual.

It may be said that lycopodium does not affect the absorption of the mercury in the least.

NOTE ON THE DISPENSING AND ADMINISTRATION OF SULPHONAL.

Peter Bea says: Some months ago, before sulphonal was so generally obtainable as it now is, an occasional customer got from me some powders containing in each 10 grains of sulphonal. The sulphonal was reduced to very fine powder. A few weeks afterwards he called again and told me that the powders I supplied had produced the desired effect. He had, however, procured some later from the chemist with whom he regularly dealt, and he found that they did not produce any perceptible effect. He had observed that these were in larger particles than the first, and after consultation with his chemist the powders he had just used were, as he said, "pounded" and returned to him. To his surprise they acted just as well as the first.

He wanted to know if I could explain this. I told him that as sulphonal was very insoluble, the more finely it was powdered the better. In fine powder there was so much more surface exposed to the action of the liquid in the stomach, and solution would be facilitated. It was only reasonable to suppose that in proportion to the rapidity of solution, so would be the advent of the physiological action. My customer was satisfied with my explanation.

The incident which I have described emphasizes the importance of dispensing insoluble substances in as fine a state of division as possible. I should scarcely think it necessary to refer to it were it not apparent that attention is not always given to the point.

In connection with insoluble substances there is at times a difficulty in getting them conveniently mixed for the patient to take. It may be worth noting that a little spirit and water seems the best vehicle for sulphonal. Any convenient spirit may be used, such as whiskey, brandy, or tincture of cardamoms. From a teaspoonful to a tablespoonful, according to the size of the dose of sulphonal, should be put into a wineglass and the dose of sulphonal added. The sulphonal sinks, and when water is added and the mixture stirred it diffuses beautifully. With water only it persistently floats.

CLEANING MORTARS AND GRADUATES.

Mr. Hans M. Wilder says: "When I have cleaned my graduates, mortars, etc., thoroughly—at least judging from appearances—I am in the habit of catching the last drop of the final rinsing water on my tongue, and also taking a strong sniff. In this way the last trace of any acrid, bitter, or odorous substance is easily detected, in which case, of course, the rinsing is continued. If substances with marked chemical reactions have been in the graduates or mortars (for instance, salicylic acid, tannin, iron compounds, etc.), I use a few drops of an appropriate re-agent in order to make sure of the absence of even traces. When cleaning the scale pan used in weighing out aniline colours I always apply at the very last a few drops of alcohol to the apparently thoroughly clean pan, when the merest speck of aniline colour will reveal itself instantly.

The idea of keeping separate mortars and utensils for poisons, strongly odorous and bitter substances, is a good one, provided the utensils be marked unmistakably and kept in a separate place. In my store I was in the habit of keeping separate graduates for tinctures of valerian, assafoetida, and spirit of peppermint, which graduates were put behind the respective shelf-bottles on a small tray or a piece of hatter's felt"—*Amer. Jour. of Pharm., May, 1889.*

When writing to Advertisers please mention the CANADIAN DRUGGIST.

IODIZED GLYCERINE.

Dr. G. Hammond (London Med. Recorder) points out that a mixture of tincture of iodine and glycerine produces a greater effect on the skin than the pure tincture, possibly because the glycerine tends to prevent the evaporation of the iodine, and thus enables the whole of its power to be utilized.

TREATMENT OF HÆMORRHOIDS BY GLYCERINE.

Mr. Harle, M.R.C.S., of Hackney, reports (*Brit. Med. Journ.*) that he has recently employed enemata of glycerine in one case with such success that in a few weeks a congested internal pile was reduced from the size of a large filbert to that of a pea. The patient injected two drachms of glycerine into the rectum every morning a short time before going to stool.

HE GOT WHAT HE WANTED.—About 3 a.m., the other morning, a mild faced man pulled violently at the night-bell of the chemist's in 9th avenue, N.Y. He exercised himself in this exciting way for about ten minutes, when he heard the shuffling of feet along the hall, and a few seconds later the door opened, and the half-waked assistant inquired in a somewhat acrid voice:

"Well! what is it?"

"Oh!" returned the disturber of his rest, "I only want one or two pennyworth of Goulard's water to make a compare with. We've just had an accident at home, and—"

"And a good thing too," broke in the enraged pill maker, "a man who will ring up the chemist for a pennyworth of Goulard water at 3 a.m., when pump water would do as well, ought to have accidents; here, give me the bottle."

"Go slow," meekly replied the customer. "I won't trouble you any further—pump water will do as well—that's all I wanted to know; thanks. Good-night.—*Tableau.—Pharm. Journ. and Transact.*

Sunday morning dialogue at Edinburgh, a propos of the east wind. Youngswell (steady outwardly, tongue not recovered from Saturday night): "A shimulatin' drasht, please." Chemist: "I beg your pardon." "Gimme a shimulatin' drasht, please." "Some acidulated drops?" "No! I want—a—stim—ulatin' draftah—if—you—please." "Certainly. Sorry I misunderstood you." Hands over sp. chlorof., m xx.; tr. capsici, m v.; tinct. aromat., ℥iv.; aq. ad. ℥iss. After draught has gone down: "Thatsh rather good. Can you gimme a bottle of it?" "Sorry I can't oblige you. It is only given as a draught in cases of emergency." "Well, gimme another emergency dose. I'm a medical." Draught repeated. "Thanksh very much. Shorry to give you so much trouble on Shunday. I come from Burmah. Beashly climate here—very bad effect on me. Good day."

THE LONDON DRUG CO.

LONDON, ONTARIO.

J. DOUGLAS, Manager

IMPORTERS OF

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

MANUFACTURERS OF

Fluid Extracts, and Fine Pharmaceutical Preparations, Citrate of Magnesia, Etc.

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

We carry full and complete sets of

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

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

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

MERCK'S PURE PEPSINE IN SCALES

We have taken a great deal of trouble to put before our friends and the Trade the excellent character of this preparation. It is offered at a reasonable price, and dispensing chemists should put before their Medical friends its well-known merits. It possesses high digestive powers, is perfectly solvent, and keeps well. We have it in 1 lb., ½ lb., and 1 oz. bottles.

The London Drug Co., - Importers

LONDON, ONT.

T. MILBURN & CO.

55 COLBORNE STREET

TORONTO, ONTARIO

Specialties :

- Burdock Blood Bitters.
- Burdock Healing Ointment.
- Burdock L. and K. Plaster.
- Burdock Pills.
- Victoria Hypophosphites.
- Victoria Buchu and Uva Ursi.
- Hagyard's Pain Remedy.
- Hagyard's Pectoral Balsam.
- Hagyard's Cathartic Pills.
- Hagyard's Yellow Oil.
- Hagyard's Black Oil.
- Hagyard's Condition Powders.
- Dr. Wilson's Magnetic Ointment.
- Hagyard's Cattle Sp. Ce.
- Dr. Fowler's Extract Strawberry.
- Dr. Hoyer's Galvanic Fluid.
- Dr. Fife's Worm Lozenges.
- National Pills.
- Egyptian Salve.
- Dr. Abernethy's Worm Candy.
- Freeman's Soothing Syrup.
- Freeman's Worm Powders.
- Freeman's New Domestic Dyes.
- Dr. Low's Worm Syrup.
- Dr. Low's Sulphur Soap.
- Dr. Low's Pain Cure Oil.
- Milburn's Beef, Iron and Wine
- Milburn's Quinine Wine.
- Rosecoe's Hair Reviver.

The Wingate Chemical Co.

B. E. MCGALE, Manager

Cor. Notre-Dame & Maple Ave., Montreal

PROPRIETORS OF

- Smith's Green Mountain Renovator
- Stanton's Pain Relief
- Wingate's Pulmonic Troches
- Wingate's Dyspepsia Tablets, Lozenges
- Wingate's Cavalry Condition Powders
- Wingate's Medicated Glycerine
- McGale's Sprucine
- Dr. Coderre's Infant's Syrup
- Gregory's Toothache Cure
- McGale's Butternut Pills

MORSE'S

FINE FRENCH MILLED TOILET SOAPS. Confined solely to the Drug Trade.

Corinne, Bouquet, Cashmere Bouquet, Cold Cream and Honey, Infants Delight, 33 per cent. Glycerine.

The English Franco-American Perfumes are the finest, most delicate and lasting odours offered to the trade. We make a specialty of the following in bulk:—White Rose, Jockey Club, White Heliotrope, E-c. Bouquet, Winona Bouquet, Olive Blossom, Stephanotis, Spring Lilac, Wood Violet, Lily of the Valley, White Clover and Musk.

Corinne Bouquet, 1 cr., Sprinkle Top at \$1.25 per bottle, gives more satisfaction than any perfume in the world. JOHN TAYLOR & CO., Agents for the Dominion. Address 77 Front St. East, Toronto.

R. BRAYLEY.

Wrapping Papers, -- Paper Bags,

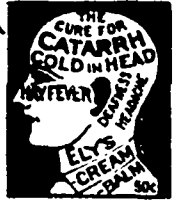
TWINES.

Tags, Commercial Stationery, Blank Books, Sea Island Twine, Boudoir Paper Comb Bags, Tooth Brush Bags, Seidlitz Powder Boxes, White D.D. Paper, D. Blue Paper, etc., etc. Printing at lowest prices.

14 Front Street West, - TORONTO.

Now is the Season

Ely's Cream Balm is soothing Applied into the nostrils is quickly absorbed



Ely's Cream Balm Cures Hay Fever and Cold in Head

It allays inflammation Not a liquid or Snuff Easy to use

50 Cents. All Druggists.

Ely Brothers 56 Warren St. NEW YORK.

VASELINE,

\$9 PER GROSS.

We are now offering to the trade Vaseline under the name of

BLUE SEAL VASELINE,

Put up in 2 oz. bottles, without cartons, and packed in boxes of 1 gross, at \$900. per gross.

Chesebrough Manufacturing Co'y,

(CONSOLIDATED)

83 St. JAMES STREET,

MONTREAL.



PERFECT FOOD.

This statement is made upon the results of

SCIENTIFIC ANALYSIS

By the best CHEMISTS in the WORLD.

Francis Wyatt, Ph. D., Analytical Chemist, New York, after giving an exhaustive analysis says :

" Here we have the whole of the elements without a single exception, necessary for the formation of Flesh, Muscle and Bone. Johnston's Fluid Beef is not a mere meat extract or a concentrated decoction, but simply Fluid Beef, containing besides the Albuminoids and Gelatinoids, the correct proportion of those phosphates so essential to the support of life."

THE TRADE OUTLOOK.

Seldom does a twelvemonth open with a fairer trade prospect than the one now before our own country. Everything foreshadows an exceedingly prosperous, if not a phenomenal, year's business. Generously has the earth brought forth her increase, not merely in local tracts, nor with unequal favor, but over all our cultivated area, and throughout the whole range of our products. Climate and soil have been liberal accomplices of the labor of man. The taking off of the grain crop has also been fortunate, and effected with little damage or loss.

It is true other countries have reaped bounteously as well as has ours. It may be that this circumstance will keep the level of prices below the highest of former years, but this will be overbalanced in its tendency by the large amount produced. There is more money likely to be put in circulation by abundance at a moderate price, than by scarcity at a high price.

THE REIGN OF TASTE.

Among civilized people the ornamental rarely precedes the useful, but in time grows out of it, becomes its adjunct and sometimes lingers as its survivor. It is generally accepted as in the nature of all beginnings that they are rude. But in no beginning is there any degree of uncouthness that human taste cannot in the end greatly mitigate.

Taste is about as strong an element of success in a business character as is tact, industry, or square dealing. In these days it is getting more and more to be recognized as their equal and ally, and finds a place in the creed and practice of most business men. Such, at all events, must be the conclusion of any man who looks into our country stores nowadays, with the pictures, unfaded in his memory, of what they were twenty years ago. If the shadows of a hideous nightmare should give way to the fountains and grottoes of a fairy dream, great would be the change; but scarce greater than the transformation of the old country store to its successor of to-day.

In the rural house of merchandise of our childhood variety and overflowing plenty were usually to be found. Sacks in all postures, piles of boxes just holding their own with gravitation, keys of all sorts of nails, encumbered the floor and confounded all sense of order. On the shelves from floor to ceiling, in solemn or grotesque array, patent medicines, unwashed delf, glass and everything that would stay there enlivened the appearance of the walls. Dust sacredly undisturbed upon all things and in all recesses, the lair of the spider in the shelf corners, the record of the fly-season stamped upon all goods, the close and stuffy atmosphere—these had their day when trade was young and taste was a minor thing. Only in a few sequestered spots are they now to be found.

Gone are they all, and with them is gone the man of gloom and silence who, used to tie our parcels.

Various degrees of improvement now meet the eye of the traveller. A bright, neat man is usually all alive behind the counter. The shelves are tastefully covered with light attractive wares. Coolness, freshness, brightness hang around the stock. Industry, method, taste, all have their part in stock-keeping: and the consequence is, that though there is more labor there are also less waste in the stock, many times a more pleasing effect upon the public, and a more refining influence and better health and spirits to the dealer himself. The sum of all this, however, is Profit.

BUSINESS MEN'S ASSOCIATIONS.

A meeting of the business men of Seaforth was held for the purpose of hearing the report of the delegates from that town to the Merchants' Convention at Hamilton last week. The chair was taken by Mayor Wilson, and Mr. John Fairley was appointed Secretary. The delegates were Mr. George Good and Mr. J. Brownell. They handed in a most comprehensive and interesting report of the business done at the Convention, and strongly urged the formation of a Business Men's Association for Seaforth. After some discussion the report was, on motion, received, and the suggestions for the formation of an Association approved of. A resolution was also adopted, appointing a committee, consisting of the Mayor, Reeve and Messrs. J. Fairley, George Good and T. O. Kemp to canvass the business men of the town for their signatures to an agreement to become members of the Association to be formed here, and to take an active interest in it, also to secure a copy of the by-laws, etc., now being prepared by the Central Association, as soon as possible. The intention is, of course, to form this local Association under the auspices of the Central Association, which was formed as the result of the Convention. The objects of the Association are. (1) To encourage well directed enterprises, and to promote the growth of the town in all its interests and the extension of its trade. (2) To promote a more social feeling among business men, and to foster the strictest commercial integrity among those engaged in the different lines of business. (3) To take concerted action in matters where the general good of business men is concerned, and where individual effort is powerless, such as needed concessions in freight, express and insurance rates, shorter hours of business, immunity from adulterated goods and short weights and measures. (4) To procure a list of delinquents in the neighborhood for protection only, so that they may no longer abuse the confidence of business men, and evade the payment of just debts. (5) To compel the pedlar to assume a portion

of the burdens borne by the merchants. It will be seen that the objects of the Association are not only entirely unobjectionable, but highly commendable. The Expositor expresses the "hope that the business men of Seaforth will take the interest in this matter that they should do, and that we may justly expect from their enterprise in other directions, and that a strong and vigorous Association will be formed, which will be not only of great benefit to individual members and the trade, but to the town also."

HOW TO SUCCEED.

A gentleman, who is now a prosperous merchant, in a conversation with a representative of the Economist, said that his life was changed by a simple performance of duty.

"I was clerk behind the counter in a large retail store in Boston at a small salary. I had been out of work some time, and when I secured the position in Boston I was thankful, and I made a mental promise that I would perform my duties thoroughly. I had been working for two days with poor success: trade had been quiet, and it was difficult to get any customers. I felt somewhat down-hearted because my counter had been idle for some time. A customer making his appearance I tried my utmost to effect a sale, but do what I might I could not please the man. Everything was either too light or too dark, and if the colour was selected for his satisfaction the 'quality' was not what he desired. I have a quick temper and at times during the transaction I felt that I could strangle the customer, but I quickly curbed my temper and went at him tooth and nail. I felt that my reputation as a salesman was at stake and it was a question to conquer or to be conquered. At last I made the sale, and with it came a great satisfaction, but I was not done with the man yet. I wanted to sell him more. He said something about sending his wife around to look at some dress goods. I promised to send samples of new patterns as they arrived. The customer thanked me and said:

"It has taken you a long time to sell me a few goods. Are all your customers as hard to please as I?"

"It takes some customers but a short time to make their selections, while others wish to go lower; we are bound to please them all," I answered.

"Does it pay your house to devote so much time to so small a sale?" he inquired again.

"Yes," I replied, "I have taken pains to give you what you want. I know that you will find the goods as I say. You will have confidence and come again, and the next time it will not take so long."

"After getting his package he walked out of the store. In three days I mailed samples of the new dress goods to his wife, and the

circumstance passed entirely out of my mind. In about a month I was transferred to another counter and received a slight advance in wages. Much to my astonishment, I was taken away from this department after only a month or six weeks' trial and placed in another position. I could not believe that I was not giving satisfaction, because with each change an increase of wages was made. One morning I was informed that Mr. B. wished to see me. I went to the office with surprise and some fear. I was more surprised when I saw sitting beside my employer my customer of a few months back. He proved to be the moneyed partner of the concern, whose other business interests kept him away from the dry goods store almost entirely and he was known to but few of his employees, although he knew that I was a new man as soon as he saw me, and thought to see what metal I was made of. That he was satisfied is proved by making me buyer of the several departments where I sold goods. My prosperity began with the tough customer, and now I thank goodness that I got him and that I did not show my disposition to strangle him." [Economist.

HOW TO INCREASE YOUR WAGES.

Every thinker knows that the man who would succeed must do more work than he gets paid for, in every profession and trade. We take it for granted that the man who will do only \$20 worth of work a week because his salary is but \$20 will never get more than \$20 a week, for the simple reason that he has never shown his employer that he is worth more. We figure it that an employee who means to succeed has to do from ten to twenty per cent. more work than he gets actual pay for. This he has to do until he reaches a certain point, and having reached that point, he will find that by as much as his income has increased by so much has the demand for amount and intensity of his labor diminished. To put this theory into

figures, we will say that a boy receiving \$3 a week should do \$4 worth of work; the boy receiving \$5 a week should do \$7 worth of work; when he gets to be a man and receives \$20 a week, he should do \$30 worth of work; a man receiving \$30 should do \$40 worth of work, and so on until, say, the salary reaches \$75, and then the labourer can give himself somewhat of a rest, that is to say, about \$50 worth of work will satisfy his employer. Labour brings its market value, and is seldom overpaid, oftener underpaid. It is the experience—the "know how"—that brings the money. —[Philadelphia Ledger.

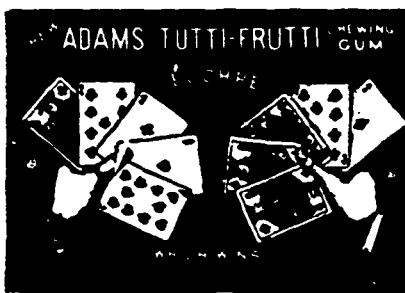
FEWER COMPROMISES.

The agitation going on among the retail and wholesale merchants of Ontario, and for that matter of the entire Province, for the past year or so against indiscriminate compromises has borne more fruit than many in the trade imagine. Mr. Knox, chairman of the Merchants' Convention, pointed out this fact during the discussion on the question. Three years ago he explained that almost anyone could get a compromise. None of the creditors ever thought of inquiring into the justice of signing a composition. They were all glad to get out of the trouble as quickly as possible. Now matters were very different. Each creditor, before agreeing to a compromise, generally looked into all the circumstances. If he found that the applicant had endeavored to do an honorable and upright business, and was likely to succeed if allowed to resume, he was willing to compromise. If, on the other hand, it was shown that he was an habitual cutter of prices, and allowed neither his neighbors or himself to make a profit, or was not a man who was likely to succeed, a compromise was generally refused. As a result, during the past few months, a number of such men were driven out of business, much to the benefit of the general trade. The agitation should be kept up. Retailers should refuse to deal with

wholesale houses who agreed to compromise with any but deserving applicants. There would then be fewer failures and less reckless cutting done in the retail trade.

WHAT IS A COMMERCIAL TRAVELLER?

At the annual session of the Ohio Retail Grocers' Association, held at Columbus, O., Mr. John C. Fenimore, of Columbus, Supreme Councillor, U. C. T. of A., being then present, in response to a demand made on him by the assemblage to answer the question displayed above, delivered the following pithy, witty, comprehensive speech, which fortunately we are able to present to our readers in its entirety. Mr. Fenimore said: The spectacle about to be presented to you is that of a young man, apparently in his right mind and of mature age, attempting to elucidate the proposition, "What is a Commercial Traveller?" to an audience composed of several hundred merchants. A glance at your deep furrowed brows, coupled with a knowledge upon the part of the speaker that those lines of anguish have been placed there by the subject of his sketch, a realization of the fact that the rapidly whitening locks, adorning a goodly number of your heads, are the direct result of his insidious attacks upon you, warns me that my position is full of peril, and makes the difficulties of my task appear to be almost insurmountable. Were I to tell you the whole truth, this audience would rise as one man to rend me; if I prevaricate, the representatives of the press are in waiting to convey the intelligence to the two hundred thousand members of my profession, and annihilation will be my doom. The common criticism upon one who conveys any commodity to a point where there is already a vast over production is, that "he is carrying coals to Newcastle," but that would be insipid in this instance. One who would attempt to furnish a description of a "drummer" to an audience of retail grocers would more closely resemble an individual



ADAMS & SONS,
23 CHURCH ST. - TORONTO, ONT.

Tutti Frutti, Tampico, Black Jack, Sappota, Red Rose, Magic Trick, Taft, Licorice, Caramel, Tolu, N. Y. Gum—100 and 200 pieces.

Send for descriptive circular containing description of goods, with elegant lithographs free.

HOW TO MAKE RUBBER STAMP INK.

The Best is Always the Cheapest.

Send 25c. in postage stamps for manufacturer's formula for Rubber Stamp Ink, any color. Brilliant in color, and guaranteed to give satisfaction. Every druggist should have this recipe.

G. M. HALDANE,

Rubber Stamp Manufacturer.

STRATHROY, - ONT.

- DO NOT LOSE A SALE -

STOCK UP WITH

**DIAMOND
TEA**

The great Blood, Liver and Kidney Regulator which is having a rapidly increasing sale, and is being extensively advertised. The druggists having the stock on hand when called for, will secure the trade.

\$1.75 PER DOZEN.

W. D. EDWARDS, - LONDON, ONT.

General Agent for Canada.

WILSON'S FLY POISON PADS

If there is a Druggist in Canada who is not selling them we say to him, You are losing money every day, you are losing opportunities of selling your customers goods which will give complete satisfaction, and bring them back to your store.

No other Fly Poison has ever had the same sale in Canada, or given the same satisfaction.

PRICE PER BOX OF 50 PACKETS, \$2.50, OR THREE BOXES FOR \$7.00. RETAIL PRICE, 10 CENTS.

ARCHDALE WILSON & Co.

WHOLESALE DRUGGISTS, - - HAMILTON, ONT.

CANADIAN DRUGGIST PRICES CURRENT.

CORRECTED TO SEPT. 10, 1889.

<p>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.</p>		<table border="0" style="width: 100%;"> <tr> <td>BARK, Bayberry, powdered... lb.</td> <td>\$0 18</td> <td>\$0 20</td> <td>CUTLER-FISH BONE..... lb.</td> <td>\$0 30</td> <td>\$0 35</td> </tr> <tr> <td>Canella Alba..... "</td> <td>13</td> <td>10</td> <td>DENTIN..... "</td> <td>10</td> <td>12</td> </tr> <tr> <td>Cassia..... "</td> <td>18</td> <td>22</td> <td>ERSON SALTS..... bbl.</td> <td>13</td> <td>2</td> </tr> <tr> <td>Ground..... "</td> <td>25</td> <td>30</td> <td>EUGOT..... lb.</td> <td>75</td> <td>1 00</td> </tr> <tr> <td>Cinchona, red..... "</td> <td>50</td> <td>2 40</td> <td>ETHER, acetic..... "</td> <td>75</td> <td>80</td> </tr> <tr> <td> Powdered..... "</td> <td>60</td> <td>2 50</td> <td> Nitrous, spirits..... "</td> <td>50</td> <td>55</td> </tr> <tr> <td>Calisaya, yellow..... "</td> <td>1 00</td> <td>1 40</td> <td> Sulphuric, 720..... "</td> <td>35</td> <td>75</td> </tr> <tr> <td> Pale..... "</td> <td>90</td> <td>1 00</td> <td>EXTRACT, Belladonna..... "</td> <td>1 75</td> <td>3 25</td> </tr> <tr> <td> Rub..... "</td> <td>50</td> <td>1 00</td> <td> Colocynth, Co..... "</td> <td>1 25</td> <td>1 75</td> </tr> <tr> <td>Elm, selected..... "</td> <td>15</td> <td>18</td> <td> Gentian..... "</td> <td>50</td> <td>60</td> </tr> <tr> <td> Ground..... "</td> <td>18</td> <td>20</td> <td> Hemlock, Ang..... "</td> <td>1 00</td> <td>1 10</td> </tr> <tr> <td> Flour, packets..... "</td> <td>28</td> <td>30</td> <td> Henbane..... "</td> <td>2 75</td> <td>3 00</td> </tr> <tr> <td>Orange Peel, bitter..... "</td> <td>16</td> <td>70</td> <td> Jalap..... "</td> <td>2 50</td> <td>3 00</td> </tr> <tr> <td>Soap, Quillaya..... "</td> <td>14</td> <td>18</td> <td> Logwood, bulk..... "</td> <td>13</td> <td>15</td> </tr> <tr> <td>Sassafras..... "</td> <td>12</td> <td>15</td> <td> " packages..... "</td> <td>15</td> <td>18</td> </tr> <tr> <td>Wild Cherry..... "</td> <td>10</td> <td>12</td> <td> Mandrake..... "</td> <td>1 75</td> <td>2 00</td> </tr> <tr> <td>BEAN, Tonka..... "</td> <td></td> <td>2 50</td> <td> Nux Vomica..... oz.</td> <td>20</td> <td>30</td> </tr> <tr> <td> Vanilla..... "</td> <td>7 00</td> <td>9 00</td> <td> Opium..... "</td> <td>75</td> <td>80</td> </tr> <tr> <td>BERRY, Cubeb..... "</td> <td>2 50</td> <td>2 75</td> <td> Rhubarb..... lb.</td> <td>4 00</td> <td>5 00</td> </tr> <tr> <td> Powdered..... "</td> <td>2 60</td> <td>2 80</td> <td>Sarsa, Hond. Co..... "</td> <td>1 00</td> <td>1 20</td> </tr> <tr> <td> Juniper..... "</td> <td>13</td> <td>15</td> <td> " Jam Co..... "</td> <td>3 00</td> <td>3 35</td> </tr> <tr> <td>BISMUTH, sub-carbonate..... "</td> <td>3 00</td> <td>3 10</td> <td>TARANACUM, ANG..... "</td> <td>70</td> <td>80</td> </tr> <tr> <td> Sub-nitrate..... "</td> <td>2 50</td> <td>2 60</td> <td>FOWLERS, arsenic..... "</td> <td>22</td> <td>25</td> </tr> <tr> <td> Liquor..... "</td> <td>35</td> <td>40</td> <td> Chamomile..... "</td> <td>40</td> <td>45</td> </tr> <tr> <td>BORAX..... "</td> <td>12</td> <td>13</td> <td>FLOWERS, Lavender..... "</td> <td>7</td> <td>12</td> </tr> <tr> <td> Powdered..... "</td> <td>13</td> <td>15</td> <td> Rose, red, French..... "</td> <td>2 40</td> <td>2 60</td> </tr> <tr> <td>BUTTER, Cacao..... "</td> <td>75</td> <td>80</td> <td>GALLS, powdered..... "</td> <td>25</td> <td>30</td> </tr> <tr> <td>CAMPHOR, English..... "</td> <td>52</td> <td>55</td> <td>GRATISE, Cox's 6d..... doz.</td> <td>1 20</td> <td>1 25</td> </tr> <tr> <td> American..... "</td> <td>45</td> <td>47</td> <td> French..... lb.</td> <td>50</td> <td>60</td> </tr> <tr> <td>CANTHARIDES..... "</td> <td>2 00</td> <td>2 25</td> <td>GLYCERINE, 30..... tin or</td> <td>22</td> <td>25</td> </tr> <tr> <td> Powdered..... "</td> <td>2 10</td> <td>2 25</td> <td> Price's..... "</td> <td>70</td> <td>80</td> </tr> <tr> <td>CAPSICUM..... "</td> <td>25</td> <td>32</td> <td>GREEN, Paris..... "</td> <td>20</td> <td>22</td> </tr> <tr> <td> Powdered..... "</td> <td>30</td> <td>40</td> <td>GUM, Aloes, Barb..... "</td> <td>30</td> <td>66</td> </tr> <tr> <td>CARBON, bisulphide..... "</td> <td>17</td> <td>20</td> <td> Aloes, Cape..... "</td> <td>20</td> <td>25</td> </tr> <tr> <td>CHALK, French, powdered..... "</td> <td>6</td> <td>10</td> <td> Socot..... "</td> <td>45</td> <td>80</td> </tr> <tr> <td> Precipitated..... "</td> <td>10</td> <td>12</td> <td> Powdered..... "</td> <td>70</td> <td>75</td> </tr> <tr> <td> Prepared..... "</td> <td>5</td> <td>6</td> <td> Arabic, select..... "</td> <td>1 00</td> <td>1 10</td> </tr> <tr> <td>CHLOROPFORM, pure..... "</td> <td>1 10</td> <td>1 20</td> <td> " powdered..... "</td> <td>1 10</td> <td>1 20</td> </tr> <tr> <td> D. & F..... "</td> <td>1 75</td> <td>1 90</td> <td> Sorts..... "</td> <td>75</td> <td>80</td> </tr> <tr> <td> German..... "</td> <td>65</td> <td>75</td> <td> " powdered..... "</td> <td>85</td> <td>90</td> </tr> <tr> <td>CHLORAL, hydrate..... "</td> <td>1 35</td> <td>1 60</td> <td>Assafetida..... "</td> <td>24</td> <td>28</td> </tr> <tr> <td>CINCHONINE, muriate..... oz.</td> <td>15</td> <td>20</td> <td>Benzoin..... "</td> <td>50</td> <td>90</td> </tr> <tr> <td> Sulphate..... "</td> <td>20</td> <td>25</td> <td>Catechu..... "</td> <td>14</td> <td>16</td> </tr> <tr> <td>CINCHONIDIA, sulphate..... "</td> <td>15</td> <td>25</td> <td>Gamboge..... "</td> <td>1 20</td> <td>1 30</td> </tr> <tr> <td>CLOVES..... lb.</td> <td>35</td> <td>40</td> <td>Guaicum..... "</td> <td>60</td> <td>90</td> </tr> <tr> <td> Powdered..... "</td> <td>40</td> <td>43</td> <td>Myrrh..... "</td> <td>48</td> <td>85</td> </tr> <tr> <td>COCHINKAL, S. G..... "</td> <td>40</td> <td>45</td> <td>Opium..... "</td> <td>3 75</td> <td>4 00</td> </tr> <tr> <td>COCAINE, mur..... oz.</td> <td>6 00</td> <td>7 00</td> <td> Powdered..... "</td> <td>5 50</td> <td>6 00</td> </tr> <tr> <td>COLLOIDION..... lb.</td> <td>75</td> <td>90</td> <td>Scammony, powdered..... "</td> <td>6 25</td> <td>7 00</td> </tr> <tr> <td>CONFECTIO, senna..... "</td> <td>25</td> <td>50</td> <td> Viig..... "</td> <td>12 50</td> <td>14 00</td> </tr> <tr> <td>COFFEE, sulphate..... "</td> <td>8</td> <td>9</td> <td>Shellac, orange..... "</td> <td>32</td> <td>35</td> </tr> <tr> <td>COFFERAS..... "</td> <td>1 1/2</td> <td>2 1/2</td> <td> Liver..... "</td> <td>25</td> <td>28</td> </tr> <tr> <td>CREAM TARTAR, powdered..... "</td> <td>30</td> <td>32</td> <td>Storax..... "</td> <td>55</td> <td>65</td> </tr> <tr> <td>CREOSOTE, wood..... "</td> <td>2 00</td> <td>2 30</td> <td>Tragacanth, flake..... "</td> <td>75</td> <td>1 00</td> </tr> <tr> <td>CUDBEAR..... "</td> <td>18</td> <td>30</td> <td> Common..... "</td> <td>25</td> <td>65</td> </tr> </table>	BARK, Bayberry, powdered... lb.	\$0 18	\$0 20	CUTLER-FISH BONE..... lb.	\$0 30	\$0 35	Canella Alba..... "	13	10	DENTIN..... "	10	12	Cassia..... "	18	22	ERSON SALTS..... bbl.	13	2	Ground..... "	25	30	EUGOT..... lb.	75	1 00	Cinchona, red..... "	50	2 40	ETHER, acetic..... "	75	80	Powdered..... "	60	2 50	Nitrous, spirits..... "	50	55	Calisaya, yellow..... "	1 00	1 40	Sulphuric, 720..... "	35	75	Pale..... "	90	1 00	EXTRACT, Belladonna..... "	1 75	3 25	Rub..... "	50	1 00	Colocynth, Co..... "	1 25	1 75	Elm, selected..... "	15	18	Gentian..... "	50	60	Ground..... "	18	20	Hemlock, Ang..... "	1 00	1 10	Flour, packets..... "	28	30	Henbane..... "	2 75	3 00	Orange Peel, bitter..... "	16	70	Jalap..... "	2 50	3 00	Soap, Quillaya..... "	14	18	Logwood, bulk..... "	13	15	Sassafras..... "	12	15	" packages..... "	15	18	Wild Cherry..... "	10	12	Mandrake..... "	1 75	2 00	BEAN, Tonka..... "		2 50	Nux Vomica..... oz.	20	30	Vanilla..... "	7 00	9 00	Opium..... "	75	80	BERRY, Cubeb..... "	2 50	2 75	Rhubarb..... lb.	4 00	5 00	Powdered..... "	2 60	2 80	Sarsa, Hond. Co..... "	1 00	1 20	Juniper..... "	13	15	" Jam Co..... "	3 00	3 35	BISMUTH, sub-carbonate..... "	3 00	3 10	TARANACUM, ANG..... "	70	80	Sub-nitrate..... "	2 50	2 60	FOWLERS, arsenic..... "	22	25	Liquor..... "	35	40	Chamomile..... "	40	45	BORAX..... "	12	13	FLOWERS, Lavender..... "	7	12	Powdered..... "	13	15	Rose, red, French..... "	2 40	2 60	BUTTER, Cacao..... "	75	80	GALLS, powdered..... "	25	30	CAMPHOR, English..... "	52	55	GRATISE, Cox's 6d..... doz.	1 20	1 25	American..... "	45	47	French..... lb.	50	60	CANTHARIDES..... "	2 00	2 25	GLYCERINE, 30..... tin or	22	25	Powdered..... "	2 10	2 25	Price's..... "	70	80	CAPSICUM..... "	25	32	GREEN, Paris..... "	20	22	Powdered..... "	30	40	GUM, Aloes, Barb..... "	30	66	CARBON, bisulphide..... "	17	20	Aloes, Cape..... "	20	25	CHALK, French, powdered..... "	6	10	Socot..... "	45	80	Precipitated..... "	10	12	Powdered..... "	70	75	Prepared..... "	5	6	Arabic, select..... "	1 00	1 10	CHLOROPFORM, pure..... "	1 10	1 20	" powdered..... "	1 10	1 20	D. & F..... "	1 75	1 90	Sorts..... "	75	80	German..... "	65	75	" powdered..... "	85	90	CHLORAL, hydrate..... "	1 35	1 60	Assafetida..... "	24	28	CINCHONINE, muriate..... oz.	15	20	Benzoin..... "	50	90	Sulphate..... "	20	25	Catechu..... "	14	16	CINCHONIDIA, sulphate..... "	15	25	Gamboge..... "	1 20	1 30	CLOVES..... lb.	35	40	Guaicum..... "	60	90	Powdered..... "	40	43	Myrrh..... "	48	85	COCHINKAL, S. G..... "	40	45	Opium..... "	3 75	4 00	COCAINE, mur..... oz.	6 00	7 00	Powdered..... "	5 50	6 00	COLLOIDION..... lb.	75	90	Scammony, powdered..... "	6 25	7 00	CONFECTIO, senna..... "	25	50	Viig..... "	12 50	14 00	COFFEE, sulphate..... "	8	9	Shellac, orange..... "	32	35	COFFERAS..... "	1 1/2	2 1/2	Liver..... "	25	28	CREAM TARTAR, powdered..... "	30	32	Storax..... "	55	65	CREOSOTE, wood..... "	2 00	2 30	Tragacanth, flake..... "	75	1 00	CUDBEAR..... "	18	30	Common..... "	25	65
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HERB, Boneset.....	lb.	\$0 20	\$0 25	Citronella.....	lb.	\$0 85	\$0 90	Ginger—			
Goldthread.....	"	60	75	Cloves.....	"	2 50	2 75	Powdered.....	lb.	\$0 14	\$0 20
Horehound.....	"	15	20	Cod-liver, N. F.....	gal.	90	1 00	Jamaica.....	"	24	28
Lobelia.....	"	16	20	Norwegian.....	"	1 50	1 75	Powdered.....	"	25	28
HONEY.....	"	20	30	Cotton Seed.....	"	1 00	1 10	Golden Seal, powdered.....	"	1 00	1 10
HOPS.....	"	30	40	Croton.....	lb.	1 25	1 50	Hellebore, white, powdered.....	"	13	15
IOUHYOL.....	oz.	40	50	Cubeb.....	"	15 00	16 00	Ipecac.....	"	2 50	2 60
INDIGO, Madras.....	lb.	75	90	Geranium, India.....	"	3 00	3 20	Powdered.....	"	2 75	3 00
INSER POWDER, pure.....	"	50	55	Heulock.....	"	75	80	Jalap, powdered.....	"	38	40
IODINE, commercial.....	"	5 00	5 50	Juniper.....	"	65	70	Licorice, select.....	"	13	15
Resublimed.....	"	5 50	6 00	Lavender, English.....	oz.	1 75	1 90	Powdered.....	"	14	15
IRON, carbonate, precipitated.....	"	16	20	French, pure.....	"	75	1 00	Mandrake.....	"	16	18
Saccharated.....	"	35	40	Lemon.....	lb.	1 90	2 20	Orris, Florentine.....	"	17	20
Chloride, solution, B. P.....	"	15	18	Lemon Grass.....	"	1 50	1 60	Powdered.....	"	24	26
Citrate and Ammonium.....	"	75	80	Linseed, boiled.....	9 lb., gal.	62	65	Pink.....	"	90	95
" and Quinine.....	oz.	20	40	Raw.....	"	60	65	Rhubarb.....	"	35	40
" and Strychnine.....	"	18	20	Neatfoot.....	"	90	1 00	Fine trimmed.....	"	2 40	4 50
Dialyzed, solution.....	lb.	50	75	Olive, common.....	"	1 30	1 40	Powdered.....	"	60	2 25
Iodide, syrup.....	"	40	45	Salad.....	"	2 00	2 75	Sarsaparilla, Honduras.....	"	50	53
Pyrophosphate.....	"	1 00	1 00	Orange.....	lb.	2 75	3 00	Jamaica.....	"	60	65
Sulphate, pure.....	"	8	10	Origanum.....	"	60	75	Mexican.....	"	20	25
IODOPORI.....	"	6 00	7 00	Pennyroyal.....	"	1 75	1 90	Sonaka.....	"	75	85
JAPONICA.....	"	8	9	Peppermint, English.....	"	1 00	2 00	Squill, white.....	"	15	20
LEAD, Acetate, white.....	"	12	14	American.....	"	3 25	3 75	Valerian, English.....	"	18	20
Sub-Acetate, sol.....	"	10	12	Rose, Kissanlik.....	oz.	9 00	14 00	SAL SODA, by bbl.....	"	1 1/2	3
LEAF, Belladonna.....	"	25	30	Good.....	"	6 25	8 50	SACCHARIN.....	oz.	1 25	1 50
Buchu.....	"	18	20	Rosemary.....	lb.	70	75	SALICIN.....	lb.	3 25	3 75
Coca.....	"	75	90	Sandalwood.....	"	5 50	8 00	SANTONIN.....	"	2 50	2 75
Digitalis.....	"	25	30	Sassafras.....	"	65	75	SEED, Anise, Italian.....	"	14	15
Eucalyptus.....	"	25	35	Seal, pale.....	gal.	55	60	" Star.....	"	35	38
Hyoseyamus.....	"	25	30	Sperm, winter bleached.....	"	1 90	2 00	Canary, Sicily.....	"	4	5
Jaborandi.....	"	50	60	Tansy.....	lb.	4 25	4 50	Caraway.....	"	10	12
Matico.....	"	75	80	Union Salad.....	gal.	1 10	1 15	Cardamom, Malabar.....	"	1 00	1 15
Senna, Alexandria.....	"	50	75	Wintergreen.....	lb.	3 20	3 50	Decorticated.....	"	1 50	2 00
Timevelly.....	"	15	25	Wormwood.....	"	6 00	6 57	Celery.....	"	25	30
India.....	"	15	17	ONTIMENT, mercurial.....	"	65	70	Colchicum, German.....	"	90	1 00
Stramonium.....	"	25	30	Citrine.....	"	35	38	Coriander.....	"	10	12
Uva Ursi.....	"	15	17	ORPIM. See Gum.....	"	16	17	Flax, cleaned, Ontario.....	100 lbs.	3 25	3 50
LEPTANDRIN.....	oz.	50	60	ORANGE PEARL.....	"	3 00	3 50	Imported.....	"	0 00	0 00
LIME, Chloride.....	lb.	3 1/2	4 1/2	PARSIN, Eng.....	"	5 25	6 00	Fenugreek, powdered.....	lb.	7	9
Packages.....	"	6	7	Saccharated.....	"	22	23	Hemp.....	"	5	5 1/2
Hypophosphite.....	"	1 50	2 00	PEPPER, black.....	"	25	27	Mustard, white.....	"	9	11
Phosphate.....	"	35	38	Powdered.....	"	38	40	Powdered.....	"	20	45
Sulphite.....	"	10	11	White powdered.....	"	60	65	Rape.....	"	8	9
LIQUORICE, Solazzi.....	"	45	50	PILL, Blue, Mass.....	"	6	12	SAFFRON, American.....	"	35	50
Pignatelli.....	"	35	38	PILOCARPINE.....	gr.	3 75	4 00	Spanish.....	oz.	1 10	1 25
Y. & S. Pellets.....	"	40	00	PITCH, black.....	lbl.	13	15	SAGE.....	lb.	7	8
Other brands.....	"	14	35	Burgundy.....	"	90	1 00	SILVER, Nitrate.....	cash,	11 00	13 00
LYE, concentrated.....	doz.	90	1 00	PHOSPHORUS.....	"	40	45	SOAP, Castile, mottled.....	"	8 1/2	12
MADDER, best Dutch.....	lb.	12 1/2	14	PODOPHYLLIN.....	oz.	90	95	" white.....	"	13	16
MAGNESIA, Carb., 1 oz.....	"	20	22	POPPY HEADS.....	100	65	70	SODA, Ath.....	kog or cask,	12	2 1/2
Carb., 4 oz.....	"	16	20	POTASSA, caustic, white sticks.....	lb.	10	12	Caustic.....	drum or	22	5
Calcined.....	"	55	65	Liquor.....	"	50	55	SODIUM, Acetate.....	"	25	30
Citrate, gran.....	"	40	75	POTASSIUM, Acetate, granu- lated.....	"	17	20	Bicarb. Howard's.....	"	16	17
Sulphate.....	"	1 1/2	3	Bicarbonate.....	"	12	13	" Newcastle.....	keg	2 50	2 75
MANGANESE, black oxide.....	"	4 1/2	6	Bichromate.....	"	30	35	Carbonate, crystal.....	lb.	2 1/2	3
MANNA.....	"	1 75	5 00	Bitartrate (Cream Tartar).....	"	55	58	Hyposulphite.....	"	3	4
MENTHOL.....	"	4 50	5 00	Bronide.....	"	13	15	Sulphate, Glauber's Salt.....	"	2 25	2 50
MERCURY.....	"	75	85	Carbonate.....	"	18	20	Sulphate, Glauber's Salt.....	"	1 1/2	3
Ammoniated.....	"	1 30	1 45	Chlorate.....	"	40	52	STRYCHNINE, crystals.....	oz.	1 10	1 25
Bichlor.....	"	1 10	1 20	Cyanide, Fused.....	"	9	11	SULPHUR, precipitated.....	lb.	13	20
Biniodide.....	"	4 50	4 75	Iodide.....	"	3 75	4 00	Sublimed.....	"	3	4
Bisulphate.....	"	1 15	1 25	Nitrate.....	"	9	11	Roll.....	"	2 1/2	3 1/2
Chloride.....	"	1 20	1 30	Pernanganate.....	"	60	65	TIN, Muriate, crystals.....	"	35	37
C. Chalk.....	"	55	60	Prussiate, yellow.....	"	35	38	TAMARINDS.....	"	14	15
Nitric Oxide.....	"	1 25	1 30	And Sodium Tartrate (Ro- chelle Salt).....	"	32	38	TAR.....	lbl.	4 50	4 75
Oleate.....	"	1 25	1 30	Sulphuret.....	"	25	27	Barbadoes.....	lb.	10	12
MORPHIA, Acet.....	oz.	1 80	2 00	QUASSIA.....	"	9	10	TEREBENTINE.....	"	75	90
Muriat.....	"	1 80	2 00	QUININE, Howard's.....	oz.	45	47	TURPENTINE, Spirits.....	gal.	60	75
Sulphat.....	"	1 90	2 00	German.....	"	35	40	Chian.....	oz.	90	2 50
MOSS, Iceland.....	lb.	9	10	ROBIN, strained.....	lbl.	2 75	3 75	Venice.....	lb.	10	13
Irish.....	"	10 1/2	12	Clear, pale.....	"	4 50	5 00	VERATRIA.....	oz.	2 00	2 50
MUSK, Tonquin, rue.....	oz.	36 00	40 00	Root, Aconite.....	lb.	24	25	VENDIGRIS.....	lb.	35	55
Canton.....	"	75	80	Blood, powdered.....	"	20	22	WAX, white, pure.....	"	55	75
NUTMEGS.....	lb.	1 00	1 05	Cohosh, black.....	"	13	15	Yellow.....	"	42	45
NUX VOMICA.....	"	8	10	Colchicum, German.....	"	25	35	Paraffine.....	"	17	20
Powdered.....	"	22	24	Colombo.....	"	20	22	WOODS, Camwood.....	"	5 1/2	8
OIL, Almond, bitter.....	oz.	75	80	Powdered.....	"	30	35	Fustic, Cuban.....	"	2 1/2	3
" Sweet.....	lb.	50	60	Curcuma, ground.....	"	13	15	Logwood, Campeachy.....	"	2 1/2	3
Amber, rectified.....	"	65	70	Elecampane.....	"	15	17	Quassia.....	"	7	10
Anise.....	"	3 00	3 20	Powdered.....	"	20	22	Redwood.....	"	3 1/2	5
Bergamot.....	"	3 75	4 00	Gentian.....	"	10	12	ZINC, Chloride.....	"	1 10	1 25
Cajuput.....	"	1 25	1 50	Ground.....	"	12	14	Oxide.....	"	13	60
Caraway.....	"	3 50	4 00	Powdered.....	"	15	17	Sulphate, pure.....	"	9	12
Cassia.....	"	1 50	1 57	Ginger, E. I.....	"	12	18	" common.....	"	7	9
Castor.....	"	9	15					Valerianate.....	oz.	25	28
Cedar.....	"	75	1 25					Sulphocarbolate.....	lb.	1 00	1 10