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FERRIS & CO., 88 Wellington St. West, Toronto



Vol. XII.

TORONTO, CANADA, OCTOBER, 1900.

No. 10.

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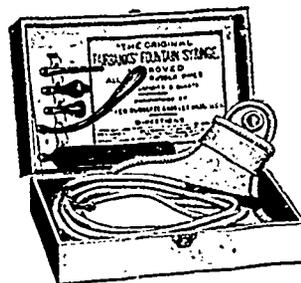
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An active demand for a smaller package of Listerine evidently exists, especially among the traveling public and the rapidly-increasing number of patrons of Listerine who prefer to purchase their favorite antiseptic in the ORIGINAL PACKAGE, under the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

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TRADE SUPPLIED BY WHOLESALE DRUGGISTS.

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General Agent for Canada.

Lambert Pharmacal Co.,  
ST. LOUIS.

# Canadian Druggist

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

VOL. XII.

TORONTO, OCTOBER, 1900.

No. 10

## Canadian Druggist

WILLIAM J. DYAS, 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.

New advertisements or changes to be addressed

Canadian Druggist,

TRADERS' BANK CHAMBERS  
63 YONGE STREET,  
TORONTO, ONT.

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### Engaging Clerks and Apprentices.

Few tasks which the average druggist undertakes worry him more than the engaging of assistants. Apart from the uncertainty under which he labors as to respective merits of applicants, some of his customers are sure to have sons or relatives whom they wish to place under his tutelage, and, however lacking they may be in the elements which he considers necessary to produce an ultimately capable clerk, he has yet to consider the influence brought to bear upon him, and to frame the best excuse possible to avoid giving offence.

The usual difficulty experienced in the selection of clerks lies in the difficulty to secure those who have had an experience which will fit them for the kind of trade to be found in stores in other localities where the business done is entirely different to what they have been accustomed.

The pecuniary consideration between employer and employee is always a matter of mutual arrangement, and cannot well be made the subject of discussion in a trade journal, but the qualities a good clerk should possess are an entirely different affair, and are peculiarly adapted for consideration by a theorist, as the writer in such cases is bound to be.

We have our ideal of a drug clerk, and for the edification of our readers furnish it herewith. He should be well educated, so as to imbibe the more readily the knowledge which he will have to acquire in order to become an expert and intelligent pharmacist. He should be gentlemanly, so as to win the respect of the best class of your customers. He should be kindly and affable, so as to win the liking of those whom he is daily called upon to serve.

He should be patient, so as to endure quietly the various thoughtless impositions to which the druggist is subjected.

He should be politic, so as to handle

with skill the various natures with which he comes in contact.

He should be prompt in attention, civil and courteous in service, kind and attentive to poor and to old people, and treat all children so nicely that they will not only want to go there again, but speak so favorably of the store that their parents may through them be induced to become permanent customers.

The clerk or apprentice who will follow along the lines here suggested will be invaluable to his employer, and gain a reputation for himself that will assure him profitable positions at any time he may be open for engagement.

### Commercial Travellers.

The travelling salesman is a necessity in the present age of commercial dealing, and as long as competition continues he is bound to remain as the securing and controlling factor of the trade of the house he represents. The buyer must consider him if he is going to consider the house he travels for, as, apart from the good opinion he may have of the house, his trade is bound to be largely secured and held by the personality of its representative. Good houses cannot afford to do with poor travellers and poor houses must of necessity have the best men that can be secured. The salesman should, and usually does, honorably represent his house, as he in fact is the house so far as his individual customer is concerned. In the drug trade of the country will be found some of the brightest and most gentlemanly travellers on the road. They well represent the dignity of their respective houses; treat their opponents with courteous fairness, and are often more highly thought of by their customers than the heads of their houses. They are the medium through which an intelligent conception of the condition of trade in general, and its difficulties, are conveyed from one druggist to another, and it is

not too much to say that they wield an important influence in promoting general harmony when trade troubles threaten to disturb the unity of action which is so necessary to the well-being of a business so closely associated as is that in which the retail druggist is engaged. The majority of them are men of keen insight and large and varied experience, and we do not hesitate to say that we would more readily convey, through the columns of this journal, the impressions they have as to the true state of the drug trade than those of any other persons we know. The too often quoted expression "Oh, he is a drummer," does not to our mind convey a proper impression of the abilities of the men who are selected by the houses they represent because they are gifted with a personality which enables them to secure and hold a large and profitable trade for their employers. The really successful traveller must be an exceptional man, as it is necessary at times that he shall be prepared to take all sorts of abuse, and, without showing that he possesses any feelings whatever, immediately try to turn the tables so as to win the good-will of his aggressor. The travellers have our sympathy and respect and our best wishes for unlimited success in overcoming the crochety customers they so often expect a turn down from. Good luck to you boys.

#### How to Work.

The manner in which things are done is often of as much importance as the doing of them. The old saying that "anything that is worth doing, is worth doing well," bears out the idea that there are different ways of doing the same work, yet only one right way.

All work is performed in one or two ways—by labor with system, or by labor without it. The first is both theoretically and practically the best, as it achieves results by intelligence and labor, while the latter accomplishes by labor alone. The man who can plan well can always afford to have others carry out his plans, but the man who cannot do so must of necessity do the work himself. In business affairs the more closely that definite and well-arranged plans can be carried out the better. System is the watchword of success.

Considering these truisms in their relation to the work of our drug friends, how may they be supposed to apply? He does not usually have many to perform

duties under him and he may in consequence say that so long as the tasks that present themselves are performed he is satisfied. He may be, but he ought not to be; as even though he may be satisfied himself he is setting an example which may lessen materially the chances for success of those who look to him for proper instruction. The druggist who can get through his work by an impromptu system will be likely to find that in case of his absence through sickness or for some other unavoidable cause, his business is sure to suffer for his lack of foresight. Unless his assistants are naturally endowed with gifts of order and system that he did not possess or did not carry out, the business may have to drift as it will. The druggist who does not adopt a business system is almost sure to show his defect to every customer who enters his store, and to demonstrate it to a nicety to every creditor from whom he buys. His clerks will be apt to be found sitting on the doorstep or on the counter. His store may possibly be rejuvenated each house-cleaning period. His shop bottles will be filled when the last drop of liquid has been used in the filling of some prescription. The rearrangement of his show cases may take place under the spur of a suggestion from some drug traveller, and his windows cleaned at the suggestion of his wife. His accounts will be like the rest of his affairs, always in arrears, and both creditors and debtors will await his pleasure. The sole trouble with the man will be ascribable to one reason and that reason will be explained by the failure on his part to have learned "how to work."

#### Co-operative Buying by Retailers.

It has always been the policy of this journal to support the retail druggist in everything that would fairly better his condition and contribute to his success, and while the same policy still holds good and will be pursued with unvarying fidelity, it must be in support of business principles and methods that appeal to us as being fair. We understand as well as anyone can that the conditions of trade have caused druggists to do many things that they do not want to do and that they themselves would be the last to attempt to defend, yet we hope that whatever business policy they may feel called upon to adopt they will endeavor to shape it so that they will not inflict a wrong upon those who have loyally stood by them in all their perplexities. It would, perhaps,

be difficult to find anywhere a class of business men who have been more loyal and true in the support of the retail trade than are to be found in the wholesale druggists of the Province of Ontario, yet these very men are being daily deprived of their rights at the hands of those retailers who adopt the plan of associate buying, not from the wholesaler, but from the very men who are more or less responsible for the conditions which cause them to do it. We do not say that associate buying is wrong, but we would prefer in justice to the wholesaler that it should be through him. No retailer can afford to buy all his supplies through outside sources, and so long as he is obliged to give a portion of his patronage to the jobber, who supplies him in broken lots, and feels that the jobber should not sell to those who compete against him without possessing the same qualifications as he does, he in all fairness should treat the wholesaler as he wants to be treated. We have mentioned this matter before and regret that we feel it to be our duty to do so again. The retail druggist must recognize the fact that of all the men who are interested in his difficulties the wholesaler is naturally the most, and can always be depended upon to stand by him when the necessity arises. The interests of both are identical and are bound to remain so. If the wholesale druggists of the province were guilty of actions injurious to the retail trade we would be amongst the first to criticize their conduct, but so long as we believe that honorable dealing on their part is likely to continue in the future as it has in the past, we shall feel it our duty to advocate reciprocal fair-dealing on the part of our retail friends as well. "Live and let live" can be exemplified in this case to the ultimate benefit of both, and is to our mind a much more satisfactory business principle than one of temporary selfish expediency. Co-operation between wholesale and retail druggists will aid in restoring the proper channels of trade more speedily and satisfactorily than any makeshift and unnatural policy which can be devised, and we have yet a firm belief that the future of the drug trade in Canada will be brighter and better than its past.

A sick man sometimes repents of sins that he forgot to commit.

Money never disgraced a man, but men have disgraced money.

# Merck's Chemical Works

## DARMSTADT, GERMANY



About 10,000 different CHEMICALS and DRUGS for MEDICINAL, TECHNICAL and ANALYTICAL purposes are made by these prominent works, and are specified everywhere by the leading PHARMACISTS and DRUGGISTS for their PURITY, RELIABILITY and GENERAL EXCELLENCE.

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CASED IN BEAUTIFUL SATIN-LINED BOXES



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CARNATION PINK  
CRAB APPLE BLOSSOM  
CASHMERE BOUQUET  
ESS. BOUQUET  
HELIOTROPE  
JASMINE

IRIS BLANC  
WHITE ROSE  
VERA VIOLA  
PEAU d' ESPAGNE  
LILY OF THE VALLEY  
MARIE STUART

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PATCHOULI  
STEPHANOTIS  
LILAS de FRANCE  
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NEW MOWN HAY  
OCEAN SPRAY  
OPOPONAX  
VIOLET  
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WEST END

STOCK BOTTLES—16 Oz. Corked, and 16 Oz. and 8 Oz. Glass Stopped.

We Solicit Your Orders for **COD LIVER OIL, GLYCERINE, LIQUORICE**

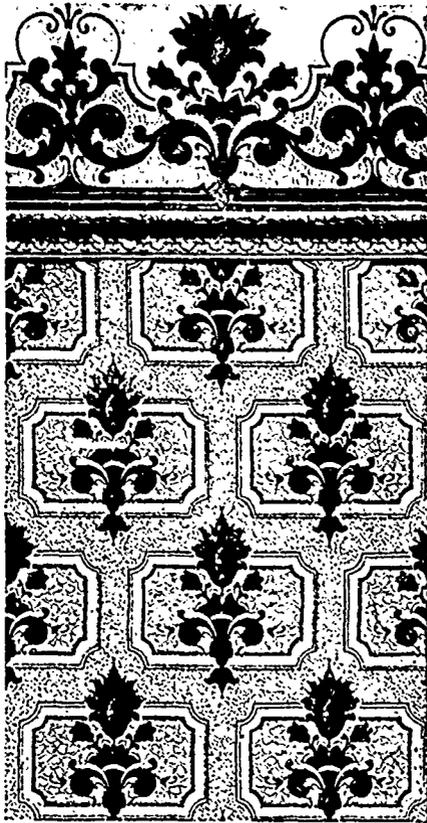
Gibson's Worm Cakes (36.)  
Rowntree's Jubes & Pastilles  
Coke Dandruff Cure  
Gibson's Candies (full line)  
Colgate's La France Rose, etc.  
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Cream Tartar Po., pure  
Sal Rochelle  
Acid Carbolle, white  
Bismuth Salts  
Phenacetine, lbs. and oz.  
Urotropin (Schering's & Merck's)

Sozodont, 25c.  
Sheffield's Dentriflee  
Dentofoss  
Ko No (Tooth Powder)  
Malvina Cream  
Teething Syrup (Hammock-Hall's)

Oil Peppermint (Hotchkiss)  
Oil Santal (Horner's)  
Nickel Salts  
Elliot's Sheep Dip  
Canadian Cattle Spice  
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 SPONGE CASES.  
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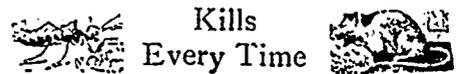
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**ROACHES, BED BUGS,  
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25c. Roach, \$1.75	15c. Rat, \$1.00
50c. " 3.50	25c. " 1.75
1.00 " 8.00	50c. " 3.50
	1.00 " 8.00

All Wholesale Druggists.

### Intercolonial Reciprocity.

Now that the Federation of the Australasian provinces is an assured fact, the Pharmaceutical Societies of the various provinces are seeking to bring about a reciprocal arrangement whereby graduates in pharmacy may be eligible to practice their profession in any portion of the new confederation. The following basis has been recommended by the special committee of the Pharmacy Board of Victoria and has been very favorably received by the other governing bodies.

In accordance with the request of the Board that the Committee would offer suggestions as to a scheme of reciprocity, the Committee, having the correspondence which has taken place, and the various suggestions which have been made during the past fourteen years before them, to which careful attention was given, desire to make the following recommendation:

That the recognition of all persons on the Pharmaceutical Registers of the various Australasian Colonies who hold vested rights must be the essential starting point of intercolonial reciprocity, and that the Board must be prepared to recognize, on a date to be stated, all persons holding the legal qualification of registration, without discrimination as to how such qualification has been acquired.

As to the future the Committee consider that the only practical means of establishing intercolonial reciprocity is to be found in an agreement as to a common examination paper and examination.

Equality of standard of questions would not suffice. There must also be equality of judgment upon the answers of the students. In the answers of the students and the character and conduct of the examination will be found the satisfactory evidence as to value of the diploma, rather than in the character of the papers, and it is clear that the papers should be judged by a common tribunal, else what was accepted or rejected by one set of examiners might be differently dealt with by another.

The Committee append the details of the suggestions, as follows:

(1) That a Board of Examiners be appointed, consisting of, say, one representative of each of the Australasian colonies.

(2) That a common examination paper be agreed upon for the written and practical work, to be prepared by, say, one or two persons appointed by the said Board.

(3) That the examinations be held in the respective colonies at the same time.

(4) That all the papers be valued by, say, one or two examiners appointed by the Board.

It is thought that all arrangements for giving effect to this scheme might be managed by correspondence, but if it were thought that the Board should have a temporary headquarters, the same might be movable.

The present differences of terms of apprenticeship might be removed, without much difficulty, and the educational establishments of the various colonies could be reciprocally recognized with safety were this common examination scheme adopted, since inferiority of tuition would be promptly pointed out by the examiners.

The above report was submitted at a meeting of the Board held on August 8, 1900, and was carried unanimously.

On motion it was resolved that a copy of the report be sent to the Pharmacy Boards of the Australasian colonies and New Zealand, with an intimation that it was the basis of the conditions on which the Pharmacy Board of Victoria were willing to reciprocate.

The *Australasian Journal of Pharmacy* in an editorial, says the report, which has been adopted by the Pharmacy Board of Victoria, places upon record the position of that body in relation to intercolonial reciprocity; and the conditions laid down so materially relax any previous authoritative pronouncement for the colony named, and are so palpably reasonable and practical that pharmaceutical federation is at once brought within easy realization.

### The New German Pharmacopœia.

The German Pharmacopœia now in its fourth edition has been published and the revised text officially approved.

The various issues of this work were on June 1, 1872, January, 1883, and January, 1891. A supplement was published in 1895, but this is now incorporated in the new edition which will become official on January 1, 1901.

The following new articles have been introduced:

Adeps Lanæ anhydricus, Adeps Lanæ Cum aqua, Æther pro narcosi, Alcohol absolutus, Arecolinum hydrobromicum, Barytum chloratum, Bismutum subgallium, Bromoformicum, coffeino-natrium salicylicum, Cautschuc, Gelatina alba, Hydrargyrum salicylicum, Hydrastinium hydrochloricum, Mel, Methylsulfonalum, Oleum camphoratum forte, Oleum chlor-

oformii, Oleum Santali, Pilulæ Ferri carbonici Blandii, Pyrazolonum phenyl-dimethylcum salicylicum, Semen Erucae, Serum antidiphthericum, Tela depurata, Tuberculinum Kochi, Unguentum Adipes Lanæ, and Vinum chinæ.

The following have been dropped:

Auro-Natrium chloratum, Coffeinum natrio-benzoicum, Kallum aceticum, Keratinum, Liquor Ferri subaceticus, Massa Pilulæ Ferri carbonici, Thallinum sulfuricum, Tinctura Ferri aceticæ æthereæ, and Tinctura Moschi.

A table of atomic weights has been added and an enlarged list of reagents. The following articles are recommended to be protected from light:

Acidum benzoicum	Hydrargyr. chlorat.
— hydrobromic.	— — vapore perat.
Ether.	— oxydatum.
— bromatus.	— — via hum. parat.
— pro narcosi.	— præcip. alb.
Am. chlorat. ferrat.	Kalium permangan.
Amylen. hydrat.	Liq Ferri oxychlor.
Amyl. nitros.	— — sesquichlor.
Apomorph hydrochl.	Nap'holum.
Aq. amygdal. amar.	Paraldehydum.
— chlorata.	Pastilli Hydr. bichl.
Bismut. subsalicylic.	Phosphorus.
Bromoformium.	Physostigmin sulf.
Chin. ferro citricum.	Pyrogallolum.
— sulfuricum.	Resorcinum.
— tannicum.	Santoninum.
Chloroformium	Serum antidiphth.
Ferrum citricum.	Stib. sulfur. aurant.
Formald. solutum.	Tuberculin. Kochi.
	Hydrargyr. bijodatum.

### Sweet Spirits of Nitre.

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

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

Sweet spirits of nitre has been recognized by British Pharmacopœias for 150 years, and in composition has varied but little. The quantity used and the reli-

ance placed on its efficacy calls for a clear understanding of what standard of excellence should be required of it. For all the purposes of this paper it may be said that is a solution of ethyl nitrite or nitrous ether in alcohol, while it is also true that it contains variable amounts of other substances, some possibly of medicinal value, but mainly impurities, decomposition products or adulterants. It is now generally recognized by the pharmacopœias of the world that spirits of nitrous ether depends for its medicinal qualities on the nitrous ether which it contains, and they therefore set as a standard the ratio of this substance to its total volume. In referring to the element of cheapness we come to the item which causes sweet spirits of nitre to be dearer than linseed oil, turpentine or water; alcohol being almost the whole of this compound, its price is necessarily governed by that of spirit, and here is where the abuse comes; attempts are made to replace some of the alcohol with a less expensive solvent, and this in the face of the orders given in all pharmacopœias to use alcohol only. The question is to the point,—Can we water our spirits of nitre and be honest to our patients, leaving out being honest to principle, science or our profession?

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

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

The above sp. grav. indicates a mixture of spirits of nitre with water, and the absence of nitric oxide gas points to a lack of stability, to which we will refer again. Speaking for the moment of comparative value in dollars and cents, it will

be seen that a B. P. article would be worth ten times as much as this sample of No. 2, therefore if the dilution with water (equal parts) indicated above brought the price down a corresponding proportion, even then the buyer paid five times too much for what medicinal effect he obtained. Of course the argument recurs at this moment, "They don't care so long as it is cheap," but the writer has more confidence in his professional brethren than to think they are so lacking in common sense and ability.

To turn to the question as to the need of using alcohol to preserve nitrous ether, the following quotation from "Allen's Commercial Organic Analysis, 1898," Vol. I., will be of value: "The tendency of nitrous ether and kindred preparations to undergo gradual deterioration, with destruction of the nitrous ether, is a point of great practical importance. The exact conditions which facilitate or retard the change are not thoroughly understood, but it is established beyond doubt that the presence of excess of water greatly favors the destruction of the nitrous ether. Hence, adulteration of sweet spirits of nitre with water, a practice which is very common, not only dilutes the preparation, but greatly enhances the tendency of the nitrous ether to undergo decomposition. The author proved by direct experiment that a sample of spirit of nitrous ether kept perfectly well for very many months when undiluted, but the same sample, when mixed with one-third of its measure of water, contained no nitrous ether what ever after an interval of four months. In these experiments the samples were kept in well-closed bottles, but of course imperfect closing of the bottle, or exposure to light or to excessive temperature will be certain to cause loss of so volatile a substance as is the nitrite of ethyl. On the other hand, a solution of pure nitrous ether in absolute alcohol was found by the author to contain a considerable proportion of ethyl nitrite, and mere traces of free acid, after being kept for fully seven years." Mr. Allen adds in footnotes opinions by Profs. Matthew Hay, Murrell, Leech and Attfield, all to the effect that they consider ethyl nitrite to be the medicinal principle. A note by Mr. Allen states that he recently examined a sample having a density of .940, which was very naturally devoid of nitrous ether. Mr. Allen goes on to say "the addition of water to sweet spirits of nitre is a highly reprehensible practice,

for it not only reduces the immediate strength and medicinal value of the preparation, but also renders it far more liable to change, owing to the *tendency of ethyl nitrite to undergo decomposition in presence of water.*" From Bulletin No. 23, Laboratory of the Inland Revenue Department, is quoted Mr. Frank T. Harrison's remarks: "Two samples were adulterated with water. This is a very objectionable addition. Not only does it dilute the spirit, but it renders it very liable to deteriorate, and in a short time it will become quite worthless. A sample of full strength which I diluted with water until it had a specific gravity of about .900 was entirely devoid of ethyl nitrite in six months, while samples which I prepared according to the B.P. process and kept in glass-stoppered bottles, entirely filled, were of full strength after keeping one year."

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

Specific gravity.....	.841
Gas volume.....	2 volumes

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

J. M. WILLIAMS.

#### The Advertiser's Opportunity.

A good advertisement brings business. A poor advertisement seldom does. Advertising writing is now an important factor in all branches of trade, so much so that in most instances it is necessary to employ a specialist who has made a study of the work and gives his whole time, energy and talent towards producing the best ads. and the most satisfactory results for the advertiser. Mr. J. P. McConnell who is now permanently located in Toronto, is perhaps one of the most successful ad. writers that we have in Canada. The excellent work that he has done for "The Slater Shoe," "The Albinite Co.," etc., marks Mr. McConnell an expert in the advertising line. We have secured Mr. McConnell's services in editing our "Department of Advertising" and feel confident that our readers will read with pleasure and profit what he has to say every month. He will cheerfully answer any enquiries and if desired will criticise your advertising.

<p><b>Yes!</b></p> <p><b>YOU</b></p> <p><b>CAN</b></p> <p><b>BUY</b></p> <p><b>CHEAPER</b></p> <p><b>GOODS</b></p>	<p>Some say they are simply paying for Reputation.</p> <p>Reputation is the Public's Approval of a good thing.</p> <p>Absence of Reputation means either Experiments or that Public Approval has been withheld.</p> <p>Would our products hold their Reputation unless they had continued for years to be "A Good Thing"?</p> <p>But you are not buying our Reputation. We need the "Reputation" ourselves, but we offer to sell you the "good thing."</p> <p>You can well afford to pay us a trifle more for ours, for they are worth it.</p>
<p><b>Cough</b></p> <p><b>Syrups</b></p>	<p>Twenty different styles of wrappers. Ten different formulas. They all have a "Reputation." Prices are reasonable and all good values.</p>

# Frederick Stearns & Co.

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

Manufacturing Pharmacists

Windsor, Ont.

# PHARMACEUTICALS

We respectfully submit to our Patrons and the trade the following list of specialties which are manufactured by us and therefore are guaranteed :

### Aromatic Cascara

Of fluid extract strength, the aromatic principles being a complete disguise to the bitterness as well as making it very palatable.

### Flu. Ext Cascara Sagrada

Made from selected bark, full strength, contains no aloes.

### Flu. Ext. Licorice

Is manufactured from a good quality of licorice root. Has no cheap extract of licorice mass in it, which fact can be easily seen by its brilliant appearance.

### Flu. Ext. Belladonna Rad

For making B. P. tincture.

### Flu. Ext. Ipecac

For making B. P. tincture.

### Flu. Ext. Nux Vomica

For making B. P. tincture.

### Flu. Ext. Rhei

For making B. P. syrup.

### Flu. Ext. Sarsæ

For making syrup.

### Syr. White Pine Expect.

Represents medicinal value of drugs as stated on the label and is equal to any on the market.

### Syr. White Pine and Tar

The basis of this is the same as the plain syrup, the tar being added in a peculiar way so that separation is rendered impossible.

### Syr. Acid Hydriodic

This syrup while producing all the effects of Iodine on the system is pleasant to the taste and not apt to irritate the stomach. It may be given in all cases where Iodine is applicable.

### Syr. Calcis Lactophos

Made according to B. P., 1898.

### Syr. Ferri Iodid

This syrup, if kept in the light in a well-corked bottle, will keep well for any reasonable time.

### Syr. Ferri et Quininae et Strychninae Phosph.

This is the genuine Syrup Triple Phosph. and must not be confounded

with the B. P. Syrup Ferri Phosph. cum Quinina et Strychnia. This syrup must be kept as much from the light and air as possible to prevent discoloration.

### Ess. Lemon Opt.

Made from the best fresh oil.

### Ess. Vanilla Opt.

Made from selected Vanilla beans and contains no artificial products.

### Elixir Calisaya.

Elixir Calisaya, Iron and Strychnine.

Elixir Gentian and Iron.

Elixir Iron, Quinine and Strychnine.

Elixir Lactated Pepsin.

Elixir Pepsin, Bismuth and Strychnine.

### Elixir Potass Bromid.

Fluid Extracts, Syrups, and Elixirs, are put up in bottles containing 8 fluid ounces, 16 fluid ounces, and 80 fluid ounces.

The Lyman Bros. & Co. Limited, = Toronto, Ontario

# CORKS. CORKS. CORKS.

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

Above can be obtained through any of the Canadian Wholesale Druggists or direct from

AYRTON & SAUNDERS, 34 Hanover Street, Liverpool.

# WATERSTON'S Druggist's

Early Appreciation

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

PERFECT SECURITY

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

# Wax.

George Waterston & Sons, London and Edinburgh



11 PRIZE  
MEDALS

Sold by all Wholesale Dealers.

## Trade Notes

Arkell & Co. are opening a drug store at Sidney, Man.

Dr. Chalmers has opened a drug store in Manitoba.

Rochan & Co. have opened a new drug store at Somerset, Man.

P. Lord has purchased the drug business of A. D. Stevenson, Milltown, N.B.

F. W. Marlatt has purchased the drug business of P. M. Gordon, Walkerton, Ont.

G. W. Barry & Son have purchased the drug business of H. Days, Lucknow, Ont.

The partnership of Le Pharmacie Mount Royal has been registered in Montreal.

The co-partnership of the Dispensative St. Laurent has just been registered at Montreal.

J. N. Scott has purchased the drug business of R. Tuthill, on Bathurst street, Toronto, Ont.

Dr. J. A. Halstead has purchased the drug business of W. Hearn, 1166 Queen St. W., Toronto.

The Standard Chemical Works at Deseronto, Ont., were partially destroyed by fire Sept. 19.

Madill, Peterborough, Ont., has moved his drug business to the corner of George and Hunter streets.

Jas. Connolly has purchased the drug business of J. H. Hallett, 474 Spadina avenue, Toronto, Ont.

C. S. Judson who was formerly in business in Wallaceburg, Ont., has opened a new drug store in that town.

Lumsden & Wilson, druggist, Seaforth, Ont., have dissolved partnership. Alex. Wilson continues the business.

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

### News Summary.

Nee-pawa, Man., council has passed a by-law levying a tax of \$25 on commercial travellers and a tax of \$100 on transient traders.

The Pharmacists' Cigar Co., of Detroit, Mich., is in the hands of a receiver. The shareholders consisted of a number of

druggists who incorporated the company in 1896.

Messrs. Ross, limited, London, Eng., were awarded the *Grand Prix* and a gold medal for optical goods at the Paris Exhibition, 1900.

The next annual meeting of the National Wholesale Druggists' Association of the United States will be held in Montreal on the second Monday in September, 1901.

### Suit Dismissed.

About seven years ago Charles Love, doing business as retail druggist under the name of Neil C. Love & Co., Yonge street, Toronto, disposed of his business to W. Latimer, together with the privilege of using the firm name for a term of five years. Mr. Latimer, it appears, used the name for about seven years, until he sold out. Mr. Love entered an action against Latimer asking for damages and also an injunction to restrain defendant from using the name of the firm.

The action was tried before Justice Street, who dismissed the suit.

### Ontario College of Pharmacy Students' Class.

The Student's Class of the O.C.P. have chosen the following officers: Hon. president, Prof. C. F. Heebner, Toronto; hon. vice-president, Miss Mary Vall, Toronto; president, C. A. C. Cameron, Brantford; vice-president, H. F. Foote, Palmerston; treasurer, H. Hunter, Woodstock; secretary, M. F. Oliver, Deseronto; committee, J. Yuill, Ottawa; J. A. L. Robinson, Napanee; W. G. McKay, Toronto; W. G. McKeown, Vancouver, B.C.; W. D. Whitehead, Strathroy.

We ordain our consciences as priests to serve at the altars of selfishness which we have set up in our souls

Prof. W. M. Sloane, of Princeton, has written an article on "Napoleon, the Boy," to appear in the *Youth's Companion* of Oct. 11. He paints a vivid picture of the early hardships and struggles of a boy of humble origin who became the greatest soldier and statesman of his time, and Emperor of the French.

### National Association of Retail Druggists.

The third annual meeting of this association was held at Detroit, Mich., Sept. 14. A large representation of delegates and their friends were present. Mr. Henry Willis, of Quebec, was the only Canadian representative, being a delegate from the Society of Retail Druggists of Quebec, which is in affiliation with the N.A. of R.D.

The following officers were elected: President, Wm. C. Anderson, Brooklyn, N.Y.; first vice-president, James W. Seeley, Detroit, Mich.; second vice-president, Jesse L. Nelson, Jackson, Tenn.; third vice-president, Frank L. Way, Manchester, N.H. For secretary, Thomas V. Wooten, of Chicago, was the unanimous choice of the committee; treasurer, Charles T. Heller, St. Paul, Minn. Executive Committee: F. E. Holliday, Topeka, Kan.; D. E. Prall, Saginaw, Mich.; Simon N. Jones, Louisville, Ky.; Alfred De Long, Cincinnati, Ohio; A. Timberlake, Indianapolis, Ind.; Jas. C. Perry, Philadelphia, Pa.

### National Wholesale Druggists' Association.

The twenty-sixth annual meeting of the National Wholesale Druggists' Association was held at Chicago, Ill., Sept. 17-20, and was largely attended. The financial report showed a balance on hand of \$1,777.96. Delegates were present from the American Pharmaceutical Association and also the National Association of Retail Druggists.

The following officers were elected for the ensuing year: President, William J. Walker, Albany, N.Y.; first vice-president, Frank S. Churchill, Burlington, Ia.; second vice-president, Frederick M. Robinson, New York city, N.Y.; third vice-president, E. C. Smith, St. Joseph, Mo.; fourth vice-president, H. W. Williams, Fort Worth, Texas; fifth vice-president, C. F. Michaels, San Francisco, Cal.; secretary, A. H. Merriam, Chicago; treasurer, S. E. Strong, Cleveland, O.; Board of Control: J. C. Fox, chairman, Atchison, Kan.; James McCord, La Crosse, Wis.; F. L. Carter, Boston; M. Carey Peter, Louisville; L. B. Hall, Cleveland.

Montreal was selected as the place of the next annual meeting which will be Sept. 2, 1901.

### The Proprietary Association of America.

The semi-annual meeting of this association was held at Chicago, Sept. 19, President V. Mott Pierce in the chair.

Mr. Henry Miles, representing the Proprietary Articles Association of Canada, was present, and responded to the address of welcome. In the course of his remarks he called attention to the proposed legislation in Ontario whereby a tax of \$1,000 would be levied on all patent medicines, etc., and invited the association to assist in defeating the bill.

### Medicines in China.

In an interesting report on the possibilities of American trade in China, Rounseville Wildman, United States Consul at Hong Kong, says:

"All medicinal preparations intended for sale among the Chinese would have to be made up at some point on this coast and introduced among the Chinese by sample bottles. Ordinary advertising matter is of no avail; a Chinaman believes only what he experiences. The native drug houses adopt this method of bringing some patent specifics to the notice of the trade. Necessarily, the labels as well as the wrappers must be in Chinese. Tonics, of which quinine is the principal ingredient, sell in large quantities. Embrocations for neuralgia and rheumatic affections, in fact, anything for fevers, worms, coughs, dysentery, constipation, would have a ready sale if properly put up and introduced. There is no hope for the introduction of the ordinary American patent medicine in its original wrapper.

### Green Soap.

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

1. A green soap, not brown or black.
2. A soap containing no artificial coloring matter, the color in it being due to the oils used.
3. A soap as nearly neutral as possible, thus affording a soap that can be applied to the sorest wound.
4. It makes a good lather.

5. Is made from olive oils only.
6. Is of a firm consistence; you get soap, not water.

This will be found in the market in neatly-put-up one-pound jars, and larger quantities will be put up to suit purchaser. Samples will be sent on application.

### Unwarranted Legislation.

Some time ago we published the full text of a bill which was introduced in the Legislature of Ontario by Mr. German, member for Welland, the chief features of which were to provide (a) for the licensing "the advertisements or sale of patent or proprietary medicines" and (b) the furnishing to the Registrar, appointed for the purpose of the act, "the formulæ or prescription of the medicine" so advertised or offered for sale.

To any one who will read the bill carefully, this attempt to put a check on what is acknowledged as a legitimate branch of commerce will appear the height of presumption as well as an unwarranted interference with vested rights.

There are so called patent medicines which undoubtedly, if not harmful, are certainly wanting in remedial benefit to the suffering, just as there are doctors and lawyers whom the public could well dispense with and whose advice and practice are the reverse of beneficial.

This does not however warrant any legislative body in imposing a heavy tax on an industry which, of itself, is not only of benefit to the public as a whole, but which is as much a legitimate trade as that of any other manufacturer. If the Government would see to it that no objectionable matter would appear in any advertisement of any kind, such as is enumerated in clause 11 of the bill mentioned, there could be but little objection, but that every manufacturer of a patent or proprietary remedy that is offered for sale should be required to pay a license of \$1,000 per annum, is a proposition which is nothing less than an outrage on a certain class of business men.

Leaving aside also, if we will, the patent medicine manufacturer, whose business is confined to this one line, let us see how it affects the druggist.

Here is a class of men who have undergone a thorough training and completed a collegiate course, passing severe examinations, and then are permitted, by legislative act, to practise their profession. Are they not competent to put up some specialty and sell it to their customers?

Are these *legally qualified* graduates of Pharmacy and dispensers of medicine to be prevented from exercising their Government granted prerogative to compound and to recommend to the public any preparation of their own manufacture?

Should such an act be passed it would mean a serious loss to the druggists of Canada and a constant source of annoyance and hardship to those who would willingly keep within the limits of the law. Every man engaged in the drug business in this province should see to it that influence is brought to bear on the representatives in the Legislature to prevent the passing of an act so unjust, as well as so unworthy, of any legislative body.

### Antagonizing the Retailer.

A "Country Druggist" writes us, complaining of the business methods of some patent medicine manufacturers, who are supplying travelling agents with goods that they have already induced druggists to stock with. The principal offender mentioned in the letter is the Alonzo Bliss Co., manufacturers of "Our Native Herbs." Our correspondent says: "There are two druggists in this town, who have for sale 'Our Native Herbs,' still the Bliss Co. will advertise that a news agent is the proper agent for the public to buy from." He asks, "Is it any wonder that I sell them only when I have to, and that with a clear conscience." It certainly is very unfortunate that any house should be so short-sighted as not to see that the proper channel, and the only one through which medicines should be sold, is through the retail druggist. Antagonizing the druggist cannot but be a hindrance to the sale of the goods, and several firms who have heretofore tried to ignore the druggist, and sought other channels for pushing their remedies, have realized their mistake, and are now trying to undo the injury which they themselves created, and are only too anxious to have their preparations sold through the proper channels.

The firm mentioned by our correspondent is, we are informed, changing its methods of business, and under new Canadian management is desirous of putting business into the hands of the drug trade.

Menthosol, a trade name for a mixture of parachlorophenol and menthol, used in the treatment of headaches. It is given internally, as well as externally.

# Archdale Wilson & Co.

Wholesale Druggists

Hamilton

IMPORTERS OF . . .

ENGLISH, GERMAN,  
AMERICAN and other  
CHEMICALS.



MANUFACTURERS OF

• PHARMACEUTICALS,  
CHEMICALS and Pro-  
prietary Articles for the  
retail Drug Trade.

IMPORTERS OF . . .

DRUGS from the primary markets.

SUNDRIES from the best foreign makers.

PERFUMES—French, English and American.

Mail Orders receive prompt attention and secure lowest prices.

## Archdale Wilson & Co.

Put Up Your Own

.....IN.....

**Lawson  
& Jones**  
Containers

The way goods are done up has as much  
to do with the sales as any other part of  
advertising.

**Lawson & Jones**

LABEL PRINTERS  
AND BOX MAKERS

LONDON, ONT.

ALWAYS ASK FOR

**WHITTEMORE'S  
Shoe Polishes**

THERE IS  
NOTHING

"JUST AS  
GOOD."

THE WORLD'S

STANDARD.



"GILT EDGE" for Ladies' and  
Children's black shoes.

"SUPERB" for all patent and  
enamel leather shoes (a paste)

"DANDY" for all kinds of rus-  
set and tan shoes.

"PEERLESS" for ox blood  
and all red shoes.

"NOBBY" for all kinds of brown  
and chocolate shoes.

"ELITE" for Ladies' and Gents'  
'Box Calf' black 'Vici Kid' shoes.

SOLE MANUFACTURERS

**Whittemore Brothers & Co.**, 237 to 243 Albany St.,  
BOSTON, MASS.

For Sale by all Wholesale Druggists.

# \* Value \*

THE value of an article is always determined by its quality, although its quality may not always determine the price at which it is sold.

A bottle of perfect Emulsion of Cod Liver Oil is without doubt equal to any other manufactured, yet the price paid for it by the druggist affords but a small profit to the manufacturers of it, and demonstrates plainly that quality does not always determine the selling price.

Manufacturers of so-called Patent Medicines have times without number practically compelled the druggist to handle emulsions upon which the profit was always assured to them whether the druggist derived pecuniary benefit from his investment or not.

Times have changed however and many of those who have been forced to leave the retail drug trade now cater to those who remain, and it is not egotism on our part to say that they do it with equal satisfaction and greater profit to their patrons.

The druggist has always been appealed to by his customers for their opinion as to the relative merits of medicines which they wished to buy, and we are convinced that no class of business men have been more conscientious in the expression of that opinion than the same publicly maligned class.

As far as we ourselves are concerned we do not want a single druggist to recommend a single article we make if he has the slightest reason to doubt that it will not prove satisfactory to his customer, and we believe that every other manufacturer who has been a retail druggist will say the same thing.

The reputation of every druggist is made by giving value and he should not jeopardize it for anybody.

The

## Toronto Pharmaceutical Co.

Limited

TORONTO and MONTREAL



**Aerm. Weissenburger Co.**  
Stampers, Piercers, Spinners  
Platers and Japanners  
Cannstatt (Germany)

# Licorice Licorice

The following reliable brands  
always on hand . . .

M. & R. in 4's, 6's, 8's, 12's, and 16's.

M. & R. Cataluna

M. & R. Wafers, 5c. Bags.

Y. & S. in 4's, 6's, 8's, 12's, and 16's.

Y. & S. in Bolts.

Y. & S. in Pellets.

Y. & S. Corrugated in 5c. boxes.

## The London Drug Co.

LONDON, ONT.

## SAUNDERS & EVANS

Have lately received over 400 samples of fine Perfumes, Soaps, and other Toilet Articles as manufactured by T. H. Bristave & Co., of London, England; also samples of Perfumes, Essential and Olive Oils as manufactured by Warrick Treves, of Grasse, France; and samples of Essences and Essential Oils as manufactured by Burgoyne, Burbidges & Co., of London, England (of which firms they have been appointed the agents), and to which samples they invite the inspection of the trade.

## SAUNDERS & EVANS

30 Wellington Street East, TORONTO.

# Calendars

for 1901

500 NEW AND BEAUTIFUL  
DESIGNS . . .

SEND FOR SAMPLES STATING SIZE AND STYLE PREFERRED.

## Torrance & Bain,

38 Colborne Street, TORONTO.

# Pharmacy in England.

## Plague in Glasgow—Infection From Merchandise—Open-Air Treatment of Consumptives—Pharmaceutical Politics—Country Chemists and Side Lines—Water Softeners and Bath Salts.

(By Our Own Correspondent.)

The outbreak of Bubonic plague at Glasgow has proved more serious than was first anticipated, but the stringent efforts of the medical and sanitary departments have succeeded in keeping the malady at bay and localizing the area. This has done much to restore public confidence, and there has been far less scare than is caused by a sudden epidemic of smallpox or typhoid fever. Chemists have not had a busy time, as is sometimes the case, in selling popular prophylactics—very often of questionable value, as witness eucalyptus oil for influenza—as practically the only true prophylactics are the serum treatment and hygiene. The treatment of the cases has been by injection of Haffkins' material or Yersin's serum, both of which were obtained from the Pasteur Institute at Paris. The former material is prepared by sowing *Bacterium pestis* on agar-agar, and, after maturing for four days, diluting to a definite amount with bouillon, free from peptone, and sterilizing for one hour at 70°C. The dose is 1 cc., and is used as a preventive and may be repeated in 30 or 40 days. This is a true prophylactic, as the antitoxin is elaborated in the individual. The Yersin serum has been used chiefly as a remedy and has been again successful at Glasgow, although it is still too early to obtain reliable statistics. It is prepared in the usual manner by introducing a virulent form of *Bacterium pestis*, called the toxin, into the blood of a living horse, gradually increasing the strength until the animal is able to sustain a dose that would have been fatal if first introduced. It is then found that the blood serum contains the antitoxin, and this is separated and used as a curative agent. The dose by subcutaneous injection, under the usual antiseptic precautions, is 30 to 50 cc. and is more efficient the earlier in the stages of the disease that it is used. Under the treatment the fever is reduced and the swelling of the glands (buboes) rapidly diminished.

The question has arisen as to the possibility of infection from merchandise

received from India, Hong Kong and other infected areas. With regard to this, medical evidence is clear that the risk is very small and that exposure to air, light, and especially sunshine is quickly fatal to the plague bacillus outside the body. This explains the utmost difficulty, which has been experienced in the laboratories, of preserving cultures of the bacillus as they deteriorate rapidly in a few days. It also affords an illustration of the importance of hygienic measures which have been found to act as prophylactics.

The open-air treatment for consumption, better known as the Nordrach treatment, will come into disrepute in this country unless some proper National supervision is exercised. Several establishments have been opened under private arrangements by medical men and in some instances no resident medical officer is attached, the patients being left to a matron and only see the medical principal once every 2 or 3 weeks. Needless to say, in these circumstances many of the details so essential to success in the proper treatment are completely ignored.

In a case that recently came to my notice the patient was sent to one of these so-called sanatoria by the doctor interested in its promotion and assured that it was far better than a sea voyage or even sea air. After three months' stay, during which he was charged \$10 per week for very indifferent accommodation and little attention, he was no better, and the same doctor then advised his going to the sea-side, where he immediately began to pick up strength and make good progress. Some of the descriptions of these hastily rushed-up sanatoria are certainly misleading, and I have come across one where a few hundred feet have been added to the actual altitude of the village, so as to make it appear quite a respectable height above sea level. When one remembers the nature of the disease and the extraordinary delusions, as regards their state of health, held by consumptives, one cannot

but regard these fraudulent tactics as both heartless and contemptible and calculated to bring the benefits of a system into speedy disrepute.

Pharmaceutical politics are quiet at the moment, attention being diverted by the general election. Some recrimination has been indulged in by those who object and those who are in favor of a provincial president of the Pharmaceutical Society, but the matter is unimportant as his colleagues would not have chosen Mr. Newsholme, of Sheffield, for the post if they were not sure that the society's interest would not suffer. Some trouble is being raised in Scotland over the new by-laws which allow the society to charge full fees from candidates who fail to attend the examinations for which they have entered unless the reason be illness, when the Council "may" permit him attending again with a nominal fine of one shilling.

Some Scottish pharmacists are much exercised over this, and have started a memorial to the Privy Council. But the illness excuse is never considered if the candidate has made a start with the examination, as it is considered that if he is well enough to start, he must be well enough to finish. The matter is of little moment, but our Scottish friends are terribly in earnest where the "bawbees" are concerned.

Country chemists have many curious side lines. There is one not a hundred miles from London who makes a good thing out of bicycle accessories and repairs of punctures. He is also the principal tobacconist in the village, removes teeth if desired, and supplies fish to his neighbors occasionally. Prescriptions are comparatively rare, and the local medical man never places anything his way if he can help it. I had occasion to call when riding my bicycle through the village, as a part of the bell had become detached and lost. On inquiry, I was informed that he could remedy the defect, and so it proved. I also found that he had a prescription which he could not dispense, as it called for solution of nitro glycerine, and he had none in stock. He had to send to the nearest town, some six miles away, for it. His windows and shop displayed a wonderful supply of sundries, and he assured me he did very well, and that, as he got his half-holiday once a week and closed every evening at eight, he thought he was much better off than many of his town brethren. Among the novelties I noticed "Spiratine," an invention attributed to

General Dundonald. It consists of a round, small tin, containing a colored substance something like soft indiarubber, smelling strongly of methylated spirit. When a match is applied it burns slowly and steadily, and a small metal structure is provided, capable of holding a small kettle or saucepan, so that water, etc., can be boiled. This metal frame folds up in a small compass when not required and dropping the lid into the tin box is sufficient to extinguish the flame. It is stated that the contents of tin will burn for two hours, so that the capabilities of the little apparatus are great. There is no fear of explosion, no smell, and it is very cheap.

A useful preparation that would sell well in districts where the water is very hard is a toilet water softener. It can be made by mixing together equal parts of powdered borax and powdered dried carbonate of sodium, not bicarbonate. A few drops of oil of orris or solution of iodine would impart a sweet violet odor and if as much as will lie on a quarter is placed in the ewer of water over night and well stirred, the supernatural water will be found quite soft and can be poured off the deposited chalk. The preparation is best put up in wood boxes like those used for prepared oatmeal for toilet purposes and an artistic label employed bearing reference to the use of soft water as an aid to beauty and preventive of chilblains, etc. Most of the water at seaside towns is very hard and wherever obtained from the chalk, and those who have used soft water for washing purposes are aware of its great advantages both in saving soap and the pleasant sensation to the skin. Some chemists in this country put up an article of this description scented with rose, violet or lavender and these varieties are easily prepared. A pine bath salt can also be prepared by the addition of a little terebene and oil of lavender to the bay salt usually employed for sea-salt. The pine disinfectant that is sold by most wholesale firms is also a pleasant addition to the bath as it has quite a strong terebene odor on dilution with water. If put up in bottles of about 8 or 10 oz. capacity suitably labelled it would probably produce good sales and its action is perfectly harmless whilst pleasant and refreshing to the skin.

The average "kicker" is like that other, the mule; he will kick vigorously at things beyond his reach.

## CORRESPONDENCE.

### The Soda Water Trade.

To the Editor CANADIAN DRUGGIST :

DEAR SIR, — Having noticed your "Soda Water Trade" notes in the last issue of your valuable journal, I cannot allow this opportunity to pass without offering a few notes *re* the soda water trade as I have found it throughout my seven years' personal experience.

I must confess that during that period I have not always found it a thoroughly satisfactory asset, which, by the way, was caused by my own neglect in not giving my soda trade the very best attention, which, I am sorry to say, is, I think, the cause of the majority of druggists only making a partial success of their venture, but during the past four years I have tried to make my soda trade a leading line and am gratified with the results.

*Re* your comparison concerning the soda trade across the line and in Ontario, I hardly think we are sailing in the same boat, for this reason, the average American as you find him is considerably more fastidious than we cold-blooded Canadians, but nevertheless, I think the druggists of this province have failed in the past in not making a special effort to cater to the wants of the Canadian people along soda water lines.

A few rules which I have personally applied in manufacturing and dispensing soda water may not be out of place :

1. Always supply a good, sparkling soda charged to 150 or even higher.
2. In making ordinary syrup always use only the best granulated sugar, about 14 to 15 lbs. to an imperial gallon, adding one of best white gelatine to clarify, then strain.
3. Never use soap bark in any form as a soda foam.
4. If you do not use your own manufactured concentrated syrups, use every precaution to procure the very best obtainable.
5. Use pure cream only when making ice cream. Even although more expensive than a custard the results are so much more satisfactory, it will soon repay for increased cost of cream.
6. Try, if possible, to supply your trade with soda just a little better than the other fellow.
7. The last, but, I think, the most important, always, if possible, supply your trade with their glasses nicely polished, Japanese napkins, Manilla straws, etc.

I think by the observance of these few rules, with any which might be applied to suit your own trade, your success as a soda water dispenser is assured.

Very truly yours,  
EASTERN DRUGGIST.

### The "German" Bill.

The following communication has been handed us for publication. It shows pretty plainly the mind of the retail druggist on the proposed Patent Medicine License Bill.

A COPY.

Toronto, Oct. 3, 1900.

L. S. LEVEE, Esq.,  
Sec.-Treas. P.A.I.A.

DEAR SIR, — I have just received your copy of Mr. German's proposed bill. It is simply iniquitous and unconstitutional.

Mr. German evidently imagines he is the "Kruger" of Ontario!

Uitlanders! indeed Mr. "Kruger No. 2" will find us. It won't be the first time a "German Bill" irritated the Anglo-Saxon Lion, and the Cubs, I am pleased to say, fortunately inherit the same liberty-loving characteristics of the land that gave us birth.

A more wholesale piece of impertinence in interfering with the liberties of the people for the benefit of the "Gang" I don't believe was ever penned in a British possession, even allowing that Canadians are "easy" victims of our "fool" legislature. *Re* Liquor Act, Chap. 30, 61 Vic., Sec. 5.

And as there is no saying what a "fool" legislature may again do, it is as well to be on the alert, and get out our "Flying Squadron" and do some skirmishing, which, I have no doubt, must be successful.

I remain, dear sir, sincerely,  
A TORONTO DRUGGIST.

P.S.—Please excuse this "Kharki" speech but I do feel like getting a gun sometimes.

Israel Zangwill, whose literary sketches are marked by the same care and finish as his works of fiction, contributes to the *Youth's Companion* of October 4 an amusing account of "Lecturing to the Dutch."

Years ago letter-writing was, for ladies, an elaborate, serious accomplishment. Miss Mary E. Wilkins, in an article entitled "When People Wrote Letters," contributed to the *Youth's Companion* of Oct. 25, describes with delightful humor the practice of this now almost lost art.



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# "PROTOSE"

A Vegetable Food, Tested under Medical Supervision in cases of defective nutrition, Diabetes, Dyspepsia, Obesity, etc., etc., and as an Exclusive Diet.

## GUARANTEED TO CONTAIN

85 per cent. of Protoid Matter, full strength powder, \$2.50 per Jar.  
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We are strictly independent of any monopoly or combination. Druggists will find it to their advantage to communicate with us when in the market for any of the above lines.

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# Photographic Supplies

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

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

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

## "The Poco"

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

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**Simple Helps for the Pharmacist.**

By A. B. BURROWS, Takoma Park, D.C.

Every druggist who bottles petrolatum knows the mess created by the ordinary methods of bottling. The following is a simple and economical method by which, if necessary, a thousand bottles can be as easily filled as a dozen.

Take an empty castor oil or glycerin can, cut off the top, bore a hole close to the bottom in the centre of one side and insert an ordinary cock or faucet, which may be fastened either by soldering or by screw and nut connection. If by the latter, use on the inside of the can a

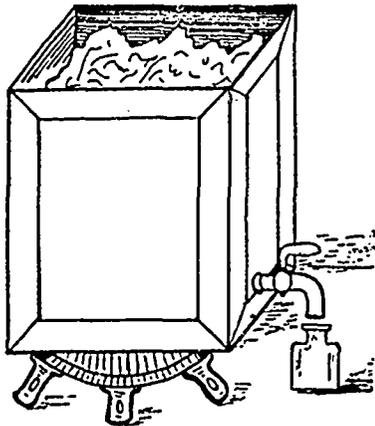


Fig. 1.

bored flat cork as a washer. Fill the can (which will hold about 40 pounds) and place it on a small gas stove. A few minutes after the gas is lighted the operation of bottling may be commenced simply by turning on and off the improvised faucet. When not in use for bottling, the can, if covered, makes an excellent container for the remaining petrolatum. The arrangement is shown in Fig. 1.

**CONVENIENT POWDER FOLDER.**

Take a thin board about a foot or less in length and about three inches wide; bore a small hole through one end and shape as in *a*, Fig. 2. Then attach by a

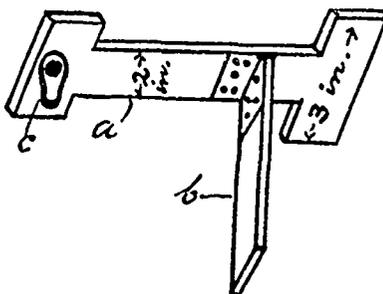


Fig. 2.

hinge another piece, *b*, to act as a support. Make the length of support to correspond to the height of the lower shelf from the prescription counter. Then

make a catch, *c*, of wood or tin to hold the support when folded by simply turning the catch. The latter has a hole coincident with that on the piece *a*. Next fasten the contrivance by a screw, which passes through *a* and *c*, to the under side of the lower shelf of the prescription case, so that when in use it will appear as in Fig. 3.

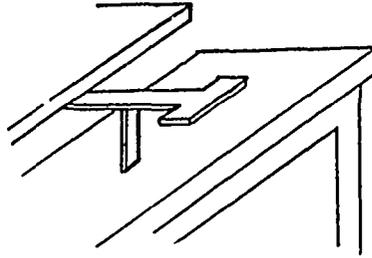


Fig. 3.

This will be found a very convenient gauge for folding prescriptions of Seidlitz powders, etc., and when not in use can be folded up and swung out of sight under the shelf.

While the busy pharmacist is making the device described above, he can get his boy to make the following

**CONVENIENT FUNNEL SUPPORT.**

All that is necessary is to find a thin board, make a round hole in it at one end and a smaller hole for a screw in the other.

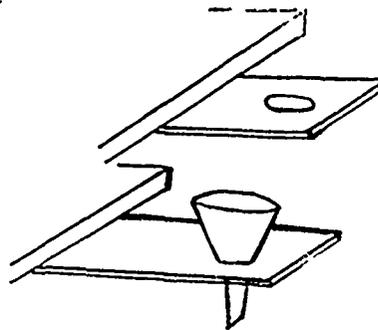


Fig. 4.

Screw it to the under side of the lower shelf on prescription counter, as in Fig. 4.

This, like the previous device, can be swung out of sight when not in use.—*Merck's Report.*

In the school of life many branches of knowledge are taught; but the only philosophy that is worth anything, after all, is just the secret of making friends with our luck.

When compounding prescriptions do not let your mind wander off to something else, but remember that you hold in your hands the life of a human being, and act accordingly. Label every package of drugs sent out, and when a poison be sure and give the antidote.

**Homeopathic Prescriptions.**

By JOHN T. HALL.

Whatever views may be held as to the value of homeopathic treatment, or the truth of the formula *similia similibus curantur*, no one can dispute that homeopathic pharmacy is elegant. Indeed, the globules and pilules of Hahnemann in their dainty little tubes, carefully excluded from the deleterious light-rays by neat outer cartons, were the forerunners of the tabloids and parvules, the granules and pellets, etc, with which we are so familiar to-day. And if for this reason alone, the memory of the old German physician should be held in respect by modern pharmacists as the founder of elegant pharmacy, even if they deny his claims to be the first exponent of scientific therapeutics.

Until a few years ago homeopathic prescriptions were dispensed almost exclusively by homeopathic chemists, and if a stray one found its way to an ordinary chemist's, it was usually sent on to the nearest homeopathic chemist to be dispensed; the ordinary man either not caring to attempt to decipher the eccentric recipe or regarding it with contempt. Nowadays, doubtless due to increased competition, this procedure is seldom followed, many chemists not only dispensing homeopathic prescriptions—sometimes more and sometimes less correctly—but also advertising a special "homeopathic department."

Homeopathic prescriptions present few difficulties to a trained pharmacist, but they call for a scrupulous delicacy and exactitude in dispensing which are absolutely essential, and without which the dispenser is not rendering justice either to the patient or to his physician. The prescriptions may be for tinctures, powders or triturations, pilules, globules, compressed tablets, and tablet-triturates.

*Tinctures.*—Prescriptions for tinctures usually consist of a single tincture, thus:

Tr. aconiti ʒx. . . . . ʒij.  
Sig.: Gtt. ij. n. et m.

or of two tinctures to be taken in alternation, thus:

Tr. bryoniae ʒx. . . . . ʒij.  
Tr. phosphori ʒx. . . . . ʒij.  
Sig.: Gtt. ij. 2dis. hor. alt. sumend.

If no quantity of water is specified, the drops should be directed to be taken in half a wineglassful. The bottle used should be of green or amber glass; and provided with a good lip or spout for dropping. Good corks are essential to

dispensing of every kind, but for homeopathic work they are *sine qua non*.

The tinctures may be prescribed with the addition of water as mixtures, thus :

Tr. nucis vomicæ..... 12/6.  
Aque destill..... ʒvj.

M. Ft. mistura cujus capiat cochlearia duo magna tertiis horis.

In this instance 12 drops of the sixth dilution are prescribed, and water to 6 oz.

Powders are much in favor with homeopathic doctors, and generally consist of so many grains of an ordinary sugar-of-milk trituration, thus :

Trit. mercurii sol. ʒx..... gr. iij.

Mitte tales chart. xij. Direct a powder to be taken dry on the tongue every four hours.

Or they may consist of a tincture dropped on to sugar of milk, dried and weighed out, thus :

Tr. pulsat. 6..... m. vj.  
Sacch. lactis..... q. s.

Ft. pulv.

Direct this powder to be dissolved in six tablespoonfuls of water, and a tablespoonful to be taken every morning and evening.

In this case the 6 minims of the tincture is to be dropped on 18 gr. of sacch. lactis, carefully incorporated with a bone spatula, allowed to dry, and then divided into 3-gr. powders.

All homeopathic powders are wrapped in tinfoil, in addition to the ordinary powder-paper.

Sometimes the powders are ordered to be prepared from globules or pilules. In this case globules or pilules are simply crushed and triturated with the sacch. lactis :—

Glob. ignatiæ 6..... iij.  
Sacch. lactis..... q. s.

Ft. pulv. Mitte tales xij.

Direct a powder to be taken every four hours.

Frequently the triturations are ordered in bulk, and if no quantity is specified a ʒij.-bottle should be dispensed :—

Hepar sulphuris ʒx ..... ʒij.  
Sig. : Gr. v. nocte manequæ sumend.

As a rule homeopathic physicians prescribe bulk powders in doses of 3 or 5 gr., and homeopathic chemists keep trituration-scoops. However, it is usual to direct as much as covers a threepenny piece as equivalent of 3 gr., and a six-penny piece for 5 gr. This method of measuring is signified by a 3 or a 6 enclosed in a triangle, thus :—

 = as much as covers a three-penny-piece

 = as much as covers a six-penny-piece

Separate mortars should be kept for homeopathic work, and all operations

should be conducted remote from strong-smelling substances.

*Pilules and Globules* present but little difficulty. The method of medication will be found in the Pharmacopœia. Globules are used much less in these days than formerly, although it was with globules that Hahnemann founded the system.

*Compressed Tablets* are not so popular with homeopaths as the trituration-tablets because of the manipulation required, which is calculated (in homeopathic opinion) to interfere with the purity of the medicine. Any trituration can be made into tablets and any of the small machines advertised are suitable for the purpose.

Merc. biniodid. x..... gr. v.

Ft. tab.

Mitte tales xxxvj.

The trituration is slightly damped with weak gum-water and passed through a moderately fine sieve, thus obtaining it in the form of minute granules. These are carefully dried and then lightly sprayed with liquid paraffine—this to prevent the powder from sticking to the moulds—and then compressed in the usual manner.

*Trituration-tablets.*—The moulds for this purpose are made for fifty or a hundred tablets respectively, and for homeopathic work should preferably be of ivory or, failing that, of celluloid. Metallic moulds are unsuitable. The trituration is previously rubbed up in a little dry pulv. gum. acaciæ, then damped with spirit, water added to the consistency of stiff putty, the mass pressed with a bone spatula into the moulds, and the tablets set to dry.

#### APPLICATIONS.

Tr. arnicæ ..... ʒss.  
Aque destill. ad. .... ʒviij.

Ft. lotio.

Sig. : For external application.

Direct a piece of lint in three folds to be soaked in the lotion, applied to the bruise, and covered with oiled silk.

Lin. rhus..... ʒij.

Lin. saponis simplicis..... ʒiv.

Sig. : For external application.

Direct to be gently rubbed into the joint every four hours.

All homeopathic medicines should be dispensed in green or amber bottles, and these enclosed in amber cases. The homeopathic department should be kept quite free from strong-smelling substances, and all utensils used should be kept specially apart from the ordinary dispensing. Homeopaths have sharp noses, and object strongly to smells, and a faint suggestion of lavender or turpentine on cork or bottle may lose you a good customer.—*Chemist and Druggist.*

#### Combination Letter Paper and Envelope.

One of the most frequent entries in the patent list is that of some new combination letter paper and envelope, which the inventor fondly imagines will become the recognized pattern for everyone who needs this convenient method of providing for short notes, says the *Stationary Trades Journal*. A new claimant for popular favor has just been designed in England, which is simple and handy. It is a sheet of paper, 6¼ x 10 inches, marked for four folds, and at the sides of the second fold from the top project small gummed flaps. When the writing is finished the top fold is turned down and the bottom ones turned up, the gummed flaps fastened and a missive of the latest society shape, 6¼ x 2½ inches, is the result. The writing is entirely concealed, as much so as if an envelope were used, and a great advantage is that the note is written on a broad sheet of paper and the folds are all one way, while the complete letter has nothing in the nature of a makeshift appearance about it.

#### To Supplant the Postage Stamp.

A Norwegian, Mr. Olaf Kahrs, has invented a "Stamp Automatic," which, it is hoped, will supplant the adhesive postage stamp. The machine is attached to letter-boxes, and a penny is placed in a slot when the letter is posted. The machine stamps the letter "paid"—and there you are. The hope is expressed that the invention will save the cost of printing stamps and the trouble of sticking them on, but it remains to be seen how it will work in practice. The Christiania postal authorities are said to view the invention with favor.

#### Success in Business.

Success in business is always the result of close attention and untiring industry, but it must not be forgotten that conditions have greatly changed in recent years and the process of revolution is still going on. It is only by keeping abreast of the times—by employing modern and up-to-date methods—that success can be assured, and the modern merchant must not only study his own business and his special environment carefully, but he must devote equally careful attention to the business of others. He must strive to gain a clear knowledge of the methods others use to gain the attention and patronage of the public and thereby win success.

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

Potatoes

Milk

Rice

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Tropon is  
Within the  
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Account of its  
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**TROPON**

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

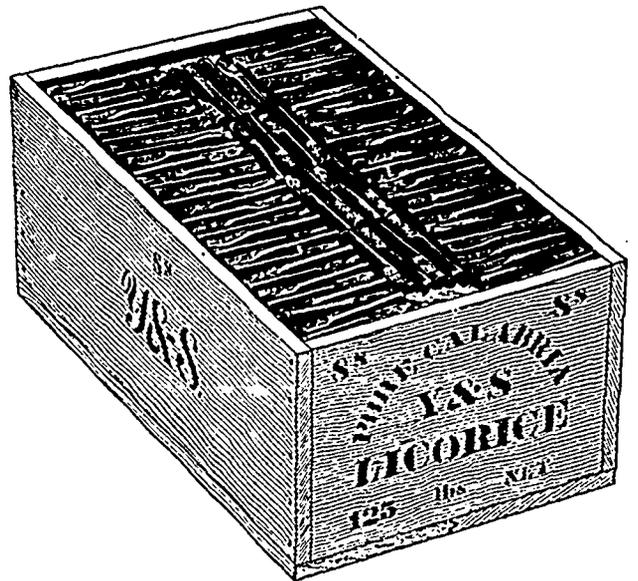
**TROPON** represents in a concentrated form the food from which the albumen in the human body is formed, it increases the strength and is therefore especially adapted for weak people, children, invalids, and convalescents.

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

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Sole Consignees in Canada.

# Licorice

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



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

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**YOUNG & SMYLLIE,**  
BROOKLYN, N.Y., U.S.A.

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## WAMPOLE'S MILK FOOD

For Mother's Milk

without interfering with the baby's nutrition or digestion.

There is nothing in it that is not found in Mother's Milk ; there is nothing in Mother's Milk that is not found in

# Wampole's Milk Food

It is thoroughly cooked and ready for use by simply adding warm water.

Furnished only in glass containers, which are securely sealed.

Samples cheerfully furnished without charge. Correspondence on the subject of artificial food solicited, which will receive prompt and courteous attention.

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



One Kind—  
"ANTIKAMNIA LAXATIVE TABLETS"  
—Monogrammed



...ALSO...



Another—  
"Antikamnia and Quinine Laxative Tablets"  
—Monogrammed



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**DON'T GET THEM CONFUSED!**

**DOCTORS AND THEIR PATIENTS KICK!**

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

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

تذکرہ

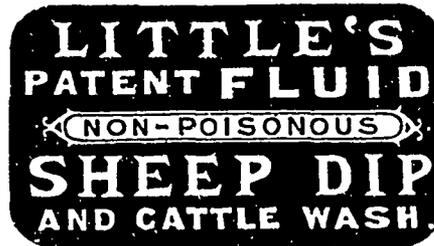
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All Antikamnia Preparations from Jobbers

In 10 oz. Lots, Assorted as Desired, \$9.25

When Ordering from Canadian Jobbers add 25 per cent for Duty

THE ANTIKAMNIA CHEMICAL COMPANY.



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

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

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

Removes the unpleasant smell from Dogs and other animals.

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

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

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

**ROBERT WIGHTMAN, Druggist, OWEN SOUND, ONT.**

Sole Agent for the Dominion.

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



**Cheap, Harmless, and Effective**

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

**NON-POISONOUS AND NON-CORROSIVE.**

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

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

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

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

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

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

**ROBERT WIGHTMAN, Druggist, OWEN SOUND, ONT.**

Sole Agent for the Dominion.

To be had from all Wholesale Druggists in Montreal, Toronto, Hamilton and London, Ont., and Winnipeg, Man.

**Filtration and Percolation.\***

Although the use of cotton and sponge as filtering mediums is known theoretically to most pharmacists, the practical use of these substances in filtering operations is not so extensive as it should be. For general purposes of filtration in the pharmacy, cotton is much more effective and far cheaper than the universally used paper filter, and, when its virtues are properly known, it will supersede the paper filter in general use. The one trouble with cotton is that it requires a little practice to learn the knack of packing it, or rather the knack of not packing it.

**THE KNACK TO BE ACQUIRED**

is how to place it there, in a way that filtration will be rapid and complete. The degree of firmness with which the cotton may be packed depends generally upon the viscosity of the fluid to be filtered.

Beginners invariably wad or pack the cotton too tightly. For watery or hydro-alcoholic solutions the cotton should be placed as loosely as possible in the neck of the funnel. Just firm enough so that it will not run through when the liquid is poured on it. With light alcoholic or ethereal liquids it may be packed more firmly.

**THE KIND OF COTTON TO USE.**

Only the finest quality of long staple absorbent cotton should be used, as the short fibred "linty" cottons are unfit, on account of some of the lint passing through into the filtered liquid. Keep a roll of it in a drawer, where it will be protected from dust, handy to your laboratory work table. Let it lie in the drawer, partly unrolled, the end of the roll to the front of the drawer so that it will require but a motion to pull the drawer partly open and snatch the requisite amount of cotton from the end of the roll.

**FILTERING PAREGORIC.**

Let us say, for example, you have a half gallon of paregoric to be filtered. Take a glass funnel, it will probably be one of one or two quarts capacity, pull open your cotton drawer, there lies the cotton, the unrolled part lying out straight with every fiber straight as well, just as it came from the carding machine.

Now with thumb and forefinger pull off a piece that you judge will fit the neck of the funnel. Pull it off with a straight pull, gently, so as to not disarrange the

lay of the fibers, either in the piece you pull off or the roll in the drawer. Drop the piece of cotton into the funnel. at once, without further handling. Don't roll it, or press it, pinch it, or wad it up, but with the point or butt of your lead pencil or the end of a glass rod, press it gently down into the neck of the funnel. Treat it as though it were a patch of cloth, placing your pencil in the centre of it when you press it down, leaving the edges to stick up always into the body of the funnel.

Now you see, as you withdraw the pencil, that the cotton lies in the neck of the funnel like a thick little filtering bag; the apex of the bag lies in the neck of the funnel and the edges of the bag project up into the body of the funnel. Every fiber of the cotton lies as straight and loosely felted as when it came from the carding machine. How far the cotton is allowed to project up into the body of the funnel will depend upon the amount and fineness of dregs in the liquid to be filtered. The more dregs, the more cotton in the body of the funnel. This mass of cotton, loosely sticking up in the liquid in the funnel catches the dregs upon its outer fibres and prevents them from getting down into the more constricted cotton in the neck and choking up the filter.

In the case of paregoric, it need project but slightly, as the amount of dregs is small. If you have used too little cotton, when you pour your liquid in the funnel the plug of cotton will either float up out of the neck or be pushed through into the receiving bottle, and the knack to be learned is to use just enough cotton to hold and do the work and no more—thus making a rapidly acting filter.

All this takes a great many words to tell, but a filter can thus be prepared in a fourth of the time that it takes to fold a paper filter.

**FILTERING PRESCRIPTIONS.**

I make a practice of filtering through cotton every prescription that I prepare. that is, clear solutions or a mixture. Every salt contains some dust or dirt, and unless solutions of salts are filtered you will be able, on holding the bottle up to the light, to detect specks of dust floating in the liquid.

For this work I use the long-pointed chemical funnels. I have a half-dozen or so of various sizes, from one to sixteen ounces capacity, that are used only in prescription work; the stems fit prescription bottles from half-ounce up. The

cost of them is not great, and they save far more than their cost in time, aside from the cleanliness resulting from their use.

**A CASE IN PRACTICE.**

For example, here is a prescription to be prepared :

R Potass, bromidi.  
Chloral, hydratis... each ʒiiss  
Aque..... q. s. ad. ʒij

Sig. : Tablespoonful at bedtime.

Take a two-ounce prescription bottle. Select a long pointed funnel to fit it. The capacity of the funnel will be two or three ounces. Insert cotton in the neck of the funnel. Weigh out your two salts and throw them in the funnel on top of the cotton. Pour on two ounces of water and proceed to write the label. By the time that is done the prescription will be finished and filtered. Sometimes you may have to insert a wooden toothpick into the neck of the bottle to allow egress of air, if the funnel fits too tightly. Here is another example :

R Zinci acetatis, } .....each gr. x.  
Acidi tannic }  
Aque destillata..... ʒiv.

M. fiat injection.

Insert a funnel in a four-ounce prescription bottle, with the cotton placed as before. Weigh out the zinc salt and dissolve in an ounce of water and filter it into the bottle. When it has passed through, run an ounce of water through to wash out the filter. Then dissolve the tannic acid in the remaining two ounces of water and pour this on the filter. While it is running through gently agitate the bottle with a circular motion. The resulting solution will contain the zinc tannate as a finely divided flocculent precipitate, and the resulting mixture will be free from specks and lumps. The well-known zinc sulphate and lead acetate injection is prepared in the same way.

**FOR FILTERING STOCK SOLUTIONS.**

Stock solutions may be quickly made by throwing the salt in a funnel or percolator prepared with the cotton filtering plug. Potassium iodide, for instance, "one in one," each fluid drachm containing a drachm of the salt. How much does your stock bottle hold? Eight ounces? Well, it is liable to hold a trifle more, so just carefully measure out eight fluid ounces of water and pour it into the bottle. Then with a file scratch the exact measure on the bottle. So when your bottle is empty you can take eight troy ounces of potassium iodide, throw it in a

\*W. A. Dawson in *American Druggist*.

funnel, and pour on distilled water until the salt is dissolved and the solution reaches the neck. No trouble, no cracked glass mortars, and the solution is crystal clear. By the way, the number of glass mortars that have been cracked by solutions of potassium iodide and other cold producing salts must be something enormous. I have never met a junior clerk yet but had cracked one or more in this way, some time in his career; it seems to be one of the ancient landmarks in their experience.

#### THE SELECTION OF FUNNELS.

In buying funnels or percolators, select those having a large opening where the neck joins the body. Some percolators—those having short, wide, rather conical stems—are better adapted for cotton filters than the ordinary glass funnels, since they allow room for a larger plug of cotton, and therefore give a greater filtering surface. If you have any old glass funnel with the stem broken short, don't throw it away, for it will make a first-rate filtering funnel.

#### A HINT FOR GLASSWARE MEN.

If manufacturers would make glass funnels and percolators with a slight bulb in the neck, just below the body of the funnel or percolator, it would be a great improvement over the old-style vessel for filtering and percolating operations. A bulb about the shape of that on a calcium chloride tube would be just the thing for holding the cotton or sponge.

#### FOR FILTERING LARGE QUANTITIES RAPIDLY

It is sometimes best to insert a diaphragm in the funnel and place a layer of cotton over that. This gives a larger filtering surface. The diaphragm may be of wood, metal or glass, properly pierced, according to the nature of the liquid. The layer of cotton should be of the thickness of the "batt" of a quarter or half-pound roll of absorbant cotton, roughly cut, with scissors, in a circle a little larger than the diaphragm. After placing the cotton in position it should be covered an inch in depth with washed gravel, to hold it in place.

#### SPONGE THE THING FOR SYRUPS

For filtering or percolating syrups, sponge is the thing.

I use the small bleached reef sponges that are sold as slate sponges, and buy them by the case. The last case contained 500 pieces, and cost \$3 50. When

the case came in I went through it, and picked out all the sponges that were suitable for filtering or percolating. Those that were left were put into stock and sold at one and two cents each for slate sponges. The proper shape of sponge for percolating or filtering is conical, about the shape of a lump of drop chalk, but larger. How much larger depends on the size of the funnel or percolator. To prepare a percolator or funnel, a small pair of steel pinchers, five or six inches long, are needed.

#### TREATMENT OF THE SPONGE.

The sponge, as I said before, should be conical. Wash it well in clean water and squeeze it out, then roll it in a towel and squeeze again. This leaves the sponge moist and pliable. Now with the sponge pressed between the thumb and fingers, insert it point down into the neck of the percolator three-fourths of its length, leaving one-fourth of it—the butt or larger end—sticking up into the body of the percolator. The sponge should be large enough to sit firmly in the percolator neck, but not so tight as to constrict the cells much. You will probably have to twist it some in getting it down into place, so, with your pinchers inserted up into the lower orifice of the percolator, catch hold of the apex or point of the sponge and untwist it until it is perfectly straight.

#### THE NATURE OF THE SPONGE.

The reason for this is that when alive the organism of which the sponge is a skeleton is constantly taking in water at its base, and discharging it through its surface by the many cell like channels that make up its so-called pores. Therefore all filtration through sponge is easiest and best conducted by passing the liquid to be filtered through these channels naturally, from base to point, and the less these channels are twisted or constricted the easier the filtration.

#### IN PERCOLATING SYRUP

use cut loaf sugar. It does not mat down in a mass, as granulated does, and it is free from bluing.

Syrups by percolation is made optional in such of the U. S. P. syrups as are made by dissolving sugar in the medicated menstruum, viz.:

- Syrupus.
- Syrup Orange.
- Syrup. Orange Flowers.
- Syrup. Line Lactophosphate.
- Syrup. Hypophosphites.

- Syrup. Ipecac.
- Syrup Wild Cherry
- Syrup Sarsaparilla Comp.
- Syrup. Squill.
- Syrup. Senega.
- Syrup. Tolu.
- Syrup. Ginger.

I hope the next Pharmacopœia will direct percolation as the primary instead of the secondary or optional process for making these syrups. Syrups made by percolation are far and away better in both appearance and keeping qualities than syrups made by dissolving the sugar by agitation—the so called cold process—or with the aid of heat.

#### A POINTED EXAMPLE.

Of Syrup of Tolu, for example, there has been a good deal of complaint about the 1890 process in communications to the pharmaceutical press. I make it in strict accordance with the United States Pharmacopœia process by percolation, and I defy any pharmacist to show me a better syrup of tolu made by any process. It's as clear and white as crystal, full flavored, and I have kept it in a gallon stock bottle, partly filled, for more than a year.

#### A DIFFICULT EXAMPLE.

I had never been able to make a satisfactory Syr. Yerba Santa, N. F., until I began making it by the percolation process. I shake the medicated menstruum with a small quantity of precipitated calcium phosphate before filtering it to clear it. Have the percolator arranged and filled with the proper quantity of cut loaf sugar, and above it a filtering funnel for the menstruum. Filter the menstruum directly on the sugar. Return to the percolator the liquid that has passed through previously being saturated with the sugar. After that, when the syrup has begun to come, drop by drop, you may receive it into the regular stock container.

The syrup made in this way is a clear, light-colored, heavy-bodied syrup, and is a most excellent vehicle for quinine. Four years ago I made sixteen ounces of it, and showed it to two or three physicians, giving them each a two-ounce bottle of the syrup combined with two grains of quinine sulphate to the drachm. They tasted and tried it, and began using it in their practice. Since then I have made and sold many gallons of this syrup, which has become the only vehicle for quinine mixtures for children in this section. It has entirely displaced quinine chocolates, as well as the proprietary liquid vehicles for quinine and the various "tasteless quinines."

# Abbey's...



## Effervescent

Reaches the Consumer through the  
**DRUG TRADE ONLY**

## ...Salt

### Second Quality Vaseline

Size No. 1,  
\$3.25 per Gr.

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Size No. 2,  
\$6.50 per Gr.

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

ALSO

### Blue Seal Pomade

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

Packed without cartons in quarter-gross boxes.

**CHESEBROUGH MANUFACTURING CO., (Consolidated)**

323 Cornig Street, MONTREAL.

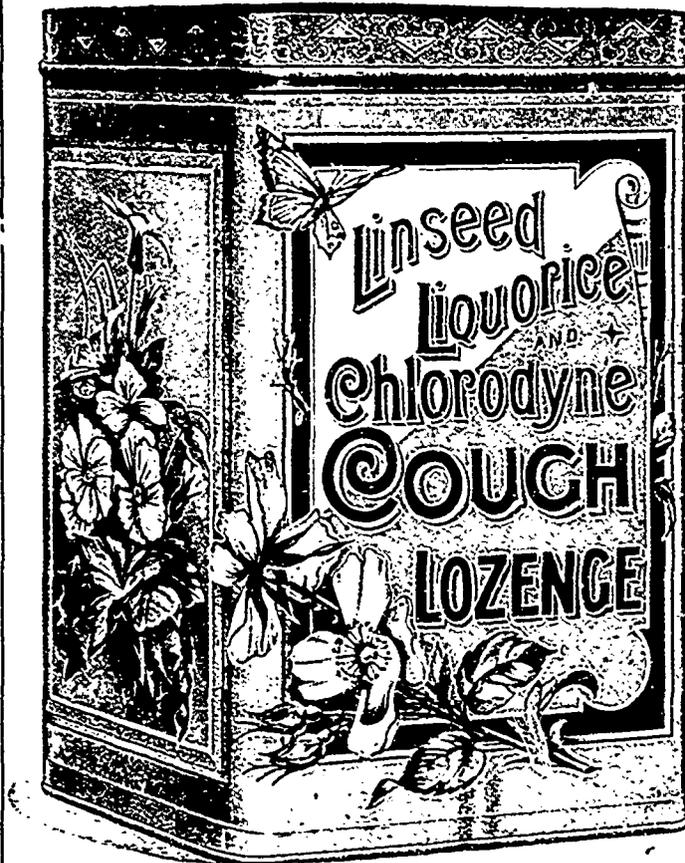
# Robert Gibson & Sons

Limited

Medicated Lozenge  
Manufacturers. . . .



Each tin holds  
7 pounds, and is  
given with the  
Lozenges.



Besides afford-  
ing security for  
the Lozenges  
keeping in any  
climate, the Tins  
provide a hand-  
some Show Case  
for the Counter,  
& will, no doubt,  
lead to an in-  
creasing demand



Carlton Works, Manchester, England,

and 1 Glasshouse Yard, Aldersgate St., London, E.C.

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

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# DR. WALTON'S ENGLISH KIDNEY PILLS

Are being advertised in all Principal Newspapers. We advise Druggists to put in at least a small stock to meet the demand which is sure to be created.

DR. WALTON MEDICINE CO.,  
28 and 30 Wellington St. West, TORONTO, Ont.

DRINK  
—  
SELL

# MELAGAMA

"IT'S GOOD"

## Ceylon Tea

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

MINTO BROS., 73 Colborne St., Toronto

Do you sell Fountain Pens? If not, why not?

## The New Physician's Fountain Pen . . .

Fitted with a guaranteed physician's thermometer. Should be sold by every live druggist.

It is made with

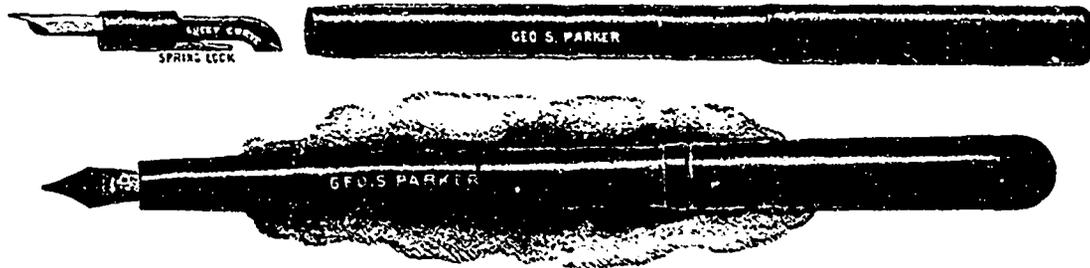
## The Parker Lucky Curve Feed and Spring Lock.

Which take the place of the old-style awkward screw thread.

NO JOINT TO LEAK.

NO NOZZLE TO STICK.

NO SCREW TO BREAK.



All styles and sizes also made under the same patents. Write for illustrated price-list to

## Warwick Bros. & Rutter

Sole Agents for Canada.

TORONTO

THE LONG EVENINGS OF WINTER ARE COMING—WHAT SORT OF LIGHT ARE YOU GOING TO USE?

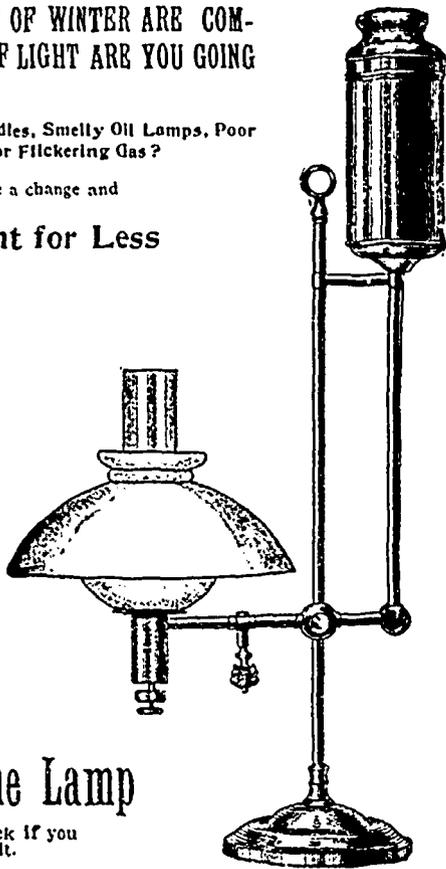
Greasy Candles, Smelly Oil Lamps, Poor Electricity or Flickering Gas?

Isn't it about time to make a change and

Get more Light for Less Money?

Get 100 Candle Power for 50c. a month.

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



GET AN

### Auer Gasoline Lamp

Your money back if you don't like it.

Write for Catalogue.

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### Students in Pharmacy and Medicine

and should be in every dispensary as a ready reference. The drugs and preparations of the British Pharmacopœia 1898 are all classified under the dose designated by the Pharmacopœia and are so arranged as to be seen at a glance. A copy of the table will be mailed to any address on receipt of 10 cents.

CANADIAN DRUGGIST, Toronto, Ont.



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

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AS SUPPLIED TO THE ROYAL HOUSEHOLDS

THE ORIGINAL AND GENUINE

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

**CHEAPEST, BEST, AND LARGEST SALE**

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

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In the last eight months 15,300,000 Dentofoss ads. have been published in Canada. Laid in a single column they are longer than the C.P.R.

The question is: Are you getting the benefit of this advertising by **pushing** "Dentofoss"?

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Powder or paste, \$21 per gross, less 5 per cent., 10 days, or \$1.75 per dozen, same terms. Dentists everywhere are prescribing it. Put up in handsome display cartons. Retail for 25 cents a bottle or tube.



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Limited

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# Queen Top Draft Heating Stove

Patented February 1st, 1896.

PRICE OF STOVES CUT INTO HALF.

The Queen will keep you warm until January 1st at 5 cts. per day ; why fire up your furnace? Ashes need removing only once or twice in a season ; will save 25 to 50 per cent. of fuel ; will positively keep a slow burning fire all night.

**The Vertical Hot Blast Draft Feeds the fuel with hot air all the time.**

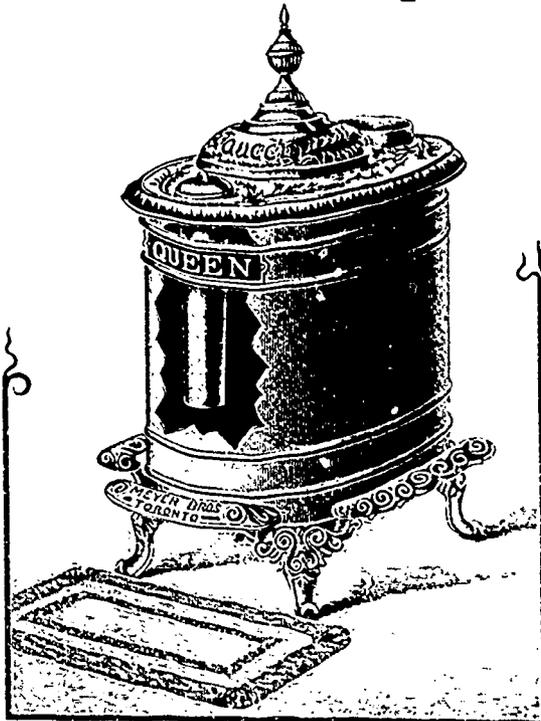
When using the QUEEN you do away with leakage of sulphurous and other irrespirable noxious gases, which is caused by continuous contraction and expansion in joinings of cast iron stoves. Three quarters of the heat is never set free with cast iron stoves.

### Method of Distribution of Heat by the Queen Stove

Heat is distributed in two ways: 1st, by radiation, or the direct mission of heat in rays, as the sun is distributed ; and 2nd, by conduction or immediate contact of the air of the apartment with the heated surfaces of fuel and iron.

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**CASTOR-FLUID**

For the hair.

**DENTAL PEARLINE**

An excellent antiseptic tooth wash.

**SULPHUR PASTILLES**

For burning in diphtheritic cases.

**SAPONACEOUS DENTIFRICE**

An excellent antiseptic dentifrice.

### These Specialties

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50 gross - 5/11	50 gross - 6/11	50 gross - 6/11	50 gross 11/11	50 gross - 1/5½
100 " - 5/1	100 " - 6/1	100 " - 6/1	100 " 11/1	100 " - 1/5
300 " - 4/11	300 " - 5/11	300 " - 5/11	300 " 10/11	300 " - 1/4½
LUGO.	Ginger Beers.	Ginger Beers.	WINES.	EMULSIONS.
For 16, 20, 30, and 40 oz. 1/9	xx 7d.	xxx 1/-	3/-	3/-
50 gross - 1/8½	50 gross - 6/11	50 gross - 11/11	50 gross 2/11	50 gross - 2/11
100 " - 1/8	100 " - 6/1	100 " - 11/1	100 " 2/10	100 " - 2/10
300 " - 1/4½	300 " - 5/11	300 " - 10/11	300 " 2/9	300 " - 2/9



See Special Prices on Page 224B.

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**RETAIL LIST.**

**DRIED VACCINE.**

Ivory Points 10 for \$1.00  
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STERNBERG BULBS, each sufficient for 1 vaccination.... \$1.00  
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Packed in Cases and Barrels. Suitable for the Fine Drug Trade.

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- Atomizers
- Fountain Syringes
- Bulb Syringes
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And a full line of druggists' rubber sundries.

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

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Alpha Branch ]

[ of Montreal

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**MEDICAL SPECIALTIES**

Dr. Hammond-Hall's English Teething Syrup  
 Dr. Hammond-Hall's Baby's Laxative Tablets  
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Our extensive, original and attractive advertising, druggist's window and counter displays, and our distribution of valuable books, aid the druggist in effecting prompt and remunerative returns.

Every remedy bears a number check to prevent cut-rate dealers from encroaching on the legitimate trade.

**WE HAVE NO DEALINGS WITH DEPARTMENTAL STORES.**

The handsome margin and terms afforded make it an exceptional inducement for the regular trade to favor our preparations.

**BRITISH CHEMISTS COMPANY**  
 TORONTO, CANADA

USE

## WOOD ALCOHOL

For Sponging FEVER PATIENTS to reduce temperature.

For Rubbing and Massaging to EXCITE DULL CIRCULATION.

For BURNING in SPIRIT LAMPS under Chafing Dishes, Tea Urns, Tong Curlers, and Bath Cabinets.

For CLEANING Windows, Jewellery, and Precious Stones.

For DISSOLVING Shellacs, Gums, or Smelling Salts.

For every use to which Methyl Spirits has been put.

MANUFACTURED SOLELY IN CANADA BY

**The Standard Chemical Company, Limited**

Factories: FENELON FALLS,  
 DESERONTO, ONT.

GOODERHAM BUILDING,  
 TORONTO.

# Indian Catarrh Cure



is the only internal and external remedy for catarrh that is guaranteed

**FREE FROM OPIATES**

It may be recommended confidently to all persons suffering from catarrh, and is an

**Ideal Medicine for Children**

because it is pleasant to the taste and easy to administer.

It is a wonderful healer for CATARRH SORES.

**Indian Catarrh Cure Co.**  
 MONTREAL.

YOUR WHOLESALER STOCKS IT.



De Vinne. Cut 109.

## ALUMINUM

Heavy Round Face

New Style Letters and Figures.

2 inch Caps, 2½ cents.	Lower Case to match, 2 cents.
3 inch Caps, 3½ cents.	Lower Case to match, 2½ cents.
4 inch Caps, 7 cents.	Lower Case to match, 4 cents.
6 inch Caps, 14 cents.	No Lower Case.
Scrolls, right or left, 5 inch, 10 cents each.	
8 inch, 20 cents each.	
Indexes, right or left, 4 inch, 10 cents each.	
6 inch, 20 cents each.	

Write for Discounts and 61-page Catalogue to

**WM. SEDGWICK,**

260 CLARK ST.,

CHICAGO, ILL.

## A WRINKLE IN SIMPLE SYRUP MAKING

For making simple syrup I use the "circulatory displacement" method, as we use such a large quantity of this syrup that percolation would not be fast enough.

We had a five-gallon tinned copper percolator with a stop cock on it, in stock, and as it was rarely used I rigged it up as a syrup apparatus, rather than buy or have an apparatus made for this purpose. As most large metal percolators do, this percolator has two diaphragms of perforated metal. One was at the bottom of the percolator, and the other rested on a flange about one-third of the way below the top of the funnel. I covered both diaphragms with cheese-cloth strainers securely sewed on, and set them in place. Then I bought at a "house furnishings" store a wire vegetable boiler a little smaller in diameter than the upper part of the percolator. This is a basket-like affair made of twisted tinned wire, which is used for holding vegetables in the pot in which they are boiled, so they may be prevented from being dashed to pieces by knocking around in the pot during ebullition.

This basket was also covered with strainer-cloth, inside, strongly sewed. Then the basket was stood on the upper diaphragm and filled with loaf sugar. The percolator was then filled with water until the water covered the upper diaphragm an inch deep. As fast as the sugar melted down more of it was shoveled into the basket until the water was saturated.

This apparatus hangs from a beam at the foot of the cellar stairs, and a barrel of loaf sugar stands alongside of it. Whenever a gallon of syrup is drawn off, the basket is filled up with sugar, and the water is never allowed to get below the diaphragm. This syrup is always bright and clear as it passes through the three strainers and is usually saturated.

During the soda season it has furnished as much as ten gallons of syrup a day, although this was not all fully saturated. Five gallons of U. S. P. density syrup is about its full capacity without pushing or hurrying it.

Aniodol is a new antiseptic preparation, being a one per cent. solution of trime-thanal. It is said to be especially excellent for the disinfection of instruments, the hands, etc., after and before operating, for which one part of aniodol in 5,000 of water suffices.

## Apotheken-Inspection in Germany.

In Germany there exists a great difference between the apotheken and the medical *droguerie*. A *droguerie* can be opened anywhere the same as any other shop, but the number of apotheken or pharmacies are regulated by the State. Apotheken can only be opened and carried on by qualified apothekers. The regulations under which the apothekers work are very strict and exact, but are as much in their own interests as in that of the public. The rules laid down deal with prescriptions, retail trade, and the sale of poisons in particular. A feature of German pharmacy is the State visitation or inspection of pharmacies. These visitations are carried out by the various States of Germany on a general plan which varies in small details in different States. The visitation takes place once in two or three years, when a business is started or sold, and when any important alterations are made in the premises. The inspector is either an apotheker or a doctor and his visits are paid without any previous notice. First, the inspector goes through the various business premises to gain a general idea of the place and then proceeds to enter into details. He notes the condition and arrangement of the rooms and sees that the required number of pharmaceutical utensils is provided and that they correspond to the official requirements. Having satisfied himself that the still, drying-cupboards, sieves, and other requirements are in good order, he tests the scales and weights, any not coming up to the official requirements being at once confiscated. The inspector sees that the potent and ordinary drugs are properly stored and labeled and examines each bottle and drawer, keeping a sharp eye for any dust or cobwebs. The drugs are then submitted to various tests. First the sp. gr. of all the fluids are taken according to the Ph.G.; then he determines, for example, the amount of arsenic in liq. arsenicalis and titrates the standard solutions. Stores which are found to be inferior or bad are destroyed at once, or, in case of protestation from the apotheker, they are held over for further examination. Having proceeded thus far the inspector examines the pupils, questioning them in all branches of their profession in order to determine whether the employer is properly instructing them. The assistants are also questioned to see that they are properly qualified. The books and accounts are produced, the latter being ex-

amined to ascertain whether preparations and drugs which the apotheker ought to prepare have not been obtained ready made. With the help of the district physician the inspector's report is drawn up. Protests are noted and particulars of any alterations to be made are mentioned and a note given of the condition in which the business was found. This may be good, bad or faulty, or it may be a word of praise. The report is signed by the visitor, the physician and the owner of the apotheke and handed on to the medical authorities. A visitation of this kind lasts from one and a half to two days. If the business is found to be in an unsatisfactory condition the visit may be repeated within a certain time. If it is found that there are many infringements of the regulations for carrying on the business the owner can be prosecuted, and, if found guilty, punished. The district physician, it may be added, checks the correctness of the report and has to see that the alterations suggested are carried out.

This State control, unpleasant as it may appear, gives the public great confidence in the German apothekers and on the other hand secures for the apotheker a respect such as is enjoyed in no other country. The apotheker is also assured of a good living at his business.

Drogueries are visited by the police authorities, but their inquiries are limited to the general conduct of the business and to seeing that the druggist does not sell goods which may only be sold by an apotheker.—*Chemist and Druggist*.

## Aromatic Spirit of Ammonia.

Do you persist in following the U.S.P. method and as a result find the customary large quantity of precipitate upon the filter? If you would avoid all that, keep the two solutions apart for 12 hours in a cool place, then mix by slowly pouring one into the other. Practically no precipitate will result.

RELIABLE NEGATIVE VARNISH.—The following is a very good negative varnish, which I have used for years, and I believe has never been in print before:

Gum juniper.....90 gr.  
Gum frankincense.....1 drachm.  
Alcohol.....3 ounces.

Filter through fine blotting paper, and use the clear solution.—*Orchadian, in Australian Photo. JI.*

### Solution of Hypophosphites Compound, without Sugar.

Ferdinand A. Sieker, in the *Pharmaceutical Review* for September, contributes the following:

Syrup of hypophosphites compound has been in use quite a number of years. More recently some demand arose for a preparation without sugar, because it was claimed that syrups will sometimes cause gastric disturbances because of the sugar they contain.

The following formula will yield a preparation that is similar to a commercial solution:—

Calcium hypophosphite . . . . .	8.75 gm.
Potassium hypophosphite . . . . .	8.75 gm.
Sodium hypophosphite . . . . .	2.20 gm.
Ferric hypophosphite . . . . .	4.38 gm.
Manganese hypophosphite . . . . .	2.20 gm.
Quinine alkaloid . . . . .	2.14 gm.
Diluted hypophosphorous acid (10 per cent) . . . . .	5.5 cc.
Strychnine sulphate . . . . .	0.0685 gm.
Potassium citrate . . . . .	5.5 gm.
Citric acid . . . . .	0.7 gm.
Glycerin . . . . .	250 cc.
Spirit of orange, compound, U. S. P. . . . .	8.5 cc.
Alcohol . . . . .	96.0 cc.
Solution of saccharin, N. F. . . . .	8.0 cc.
Water sufficient to make . . . . .	1000 cc.

Dissolve the ferric and manganese hypophosphites with the aid of the potassium citrate and citric acid in 150 cc. of water by boiling.

Dissolve the quinine by boiling it with 200 cc. of water to which the hypophosphorous acid has been added. (This solution should have a distinct acid reaction toward blue litmus paper.) Mix the two solutions, add the calcium, sodium and potassium hypophosphites, the strychnine sulphate and sufficient water to make 625 cc., and warm until solution has been effected.

To the cool solution add the glycerin, the spirit of orange compound, previously diluted with the alcohol, and the solution of saccharin. Filter, and pass sufficient water through the filter to make 1000 cc. The solution of saccharin, N. F., should be prepared from saccharin that is 500 times as sweet as cane sugar.

A solution prepared according to the above formula possesses a greenish-yellow color, an acid reaction, an agreeable flavor and a bitterish-sweet taste. It is perfectly transparent and keeps well if stored in filled amber bottles and exposed only to diffused daylight.

It retains its greenish-yellow color much longer than the corresponding syrup.

A sample over eight months old is in perfect condition, while another sample that was exposed to sunlight in a flint bot-

tle has a brown color. The specific gravity of the preparation is about 1.077 at 15° C.

The dose of this preparation is 7.5 cc. (two fluid drachms), which is equivalent to calcium hypophosphite, and potassium hypophosphite of each 9.065 gm. (one grain); sodium hypophosphite, manganese hypophosphite and quinine hypophosphite, of each 0.016 gm. ( $\frac{1}{4}$  grain); ferric hypophosphite, 0.032 gm. ( $\frac{1}{2}$  grain); and strychnine sulphate, 0.0005 gm. ( $\frac{1}{1000}$  grain).

### Tropon.

Tropon is pure albumen; it offers this most important constituent of our daily food in highly concentrated form.

Tropon is almost entirely assimilated by the system and transformed into blood and muscles, a fact which is of highest importance in those cases where the digestive canal has to be cared for in mechanical respects (dysentery, diseases of the intestines, etc.).

Tropon is very easily digested; it represents a food which without overstraining even the weakest stomach offers a large amount of nutriment (for children, disorders and diseases of the stomach, kidneys and the nervous system, liver complaints, convalescents, etc.).

Tropon—by replacing the lost albumen—enables us to arrest the decline of strength caused by fever and infectious diseases (yellow fever, blackwater fever, malaria, tuberculosis, typhus).

Tropon is unsurpassed in cases where the very nature of the disease requires a food of highly albuminous character (diabetes, obesity).

Tropon should be taken daily by the healthy in doses of about two ounces per day distributed over the meals, for, whilst raising the standard of efficiency it increases our energy and power of resistance against diseases. Of the highest importance in unhealthy districts frequent-ly by epidemics.

Tropon can be taken daily for years without causing diarrhoea or any other disturbances.

Tropon as a dry powder will keep any length of time, even under the most unfavorable climatic conditions. It is the best substitute for meat without possessing its disadvantages.

Tropon is a tasteless and odorless powder. It can be mixed or baked or cooked with other food or else can be taken in drinks.

Tropon is rapidly coming into favor and eminent medical authorities are constantly calling attention to its merits.

### To Clarify Wine of Pepsin.

To clarify wine of pepsin it is recommended to add gelatine then shake with talcum, asbestos, or, still better, with kieselguhr and filter through a wet plaited filter. The clarifying powder should be transferred to the filter and the liquid poured on carefully, in such a manner as to prevent washing the powder away from the walls of the filter. If the filtrate does not pass through clear at once, it is returned to the filter until it does.—*Pharm. Ztg.*

### Afrol.

This is the name of a disinfectant which is recommended for the prevention of mould in damp rooms, cellars, etc. which is accomplished by coating the walls with a one to two per cent. aqueous solution of afrol.—*Phar. Rund.*

### Ayapana.

This is the herb eupatorium triplinerve vall (E. Ayapana). It yields a bitter, aromatic decoction which is used in Brazil and Java as a tonic and stomachic. It has been proposed to introduce the herb into Europe as a substitute for tea and coffee.—*Phar. Zeit.*

### Monoacetylresorcin.

This is a substance of syrupy consistence which has been proposed for use as a substitute for resorcin itself in the treatment of cutaneous affections. According to the German patent, it is made by acting upon resorcin with acetyl chloride or acetic anhydride.—*Pract. Revue.*

### Systematize the Work.

Plan out everything as much as possible, your routine work, we mean, that is the same day after day. Do your manufacturing between customers. Learn to wait on customers rapidly. We heard a physician remark recently about a clerk who was alone during a rush, "He is the most active clerk I ever saw, everybody waited on carefully, not one neglected, but not a minute's time lost." We hope his employer appreciated him.—*Spatula.*



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

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

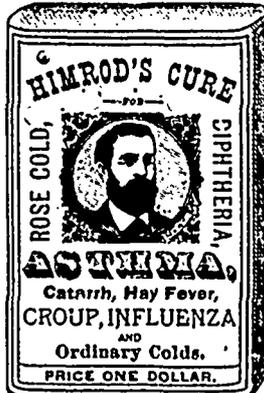
N.B.—We will not return lists and will not send plasters to druggists except under above conditions.

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

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

## HIMROD'S ASTHMA CURE

NEVER FAILS



Cartons of Samples  
and Show Cards fur-  
nished on application.

**HIMROD MFG. CO.**  
SOLE PROPRIETORS  
No. 14-16 Vesey Street, NEW YORK

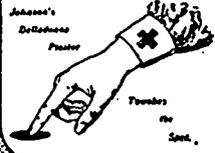
### Johnson's Belladonna Plaster

Prepared by  
**Johnson & Johnson**  
Kt. Brunswick, N.J., U.S.A.

The Medical Profession and Hospitals have adopted Johnson's Belladonna Plasters for use in the place of nearly all other kinds of Plasters.

*"I am greatly pleased with Johnson's Belladonna Plaster. I find it gives a gentler and better effect than any other I have hitherto used."* —Dr. D. H. Moore, University of Texas.

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



MADE OF  
**BELLADONNA**  
in a STRENGTH  
Preserving Base

—  
EXCELLENCE  
UNIFORMITY  
EFFICIENCY

## Outside the Combine

We Manufacture.....

### Anti - Monopoly

# Chimneys and Bottles

Green, Amber and Flint.  
Every Description.

**GET OUR PRICES.**

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

ARE THE BEST



IN THE MARKET

Confectionery in 5 and 6-lb. Bottles.

Send for Price List.

Celery, Caffeine Bromide, Restuccia's Finest Olive Oil in 1 Gallon Cans, Ce-Ess-Co's Glyceroleum, Chaplreous Cachets, Bullet Fly Catchers.

Canadian Specialty Co.,

118 KING ST. EAST, TORONTO.

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

Surf Sea Salt

in your bath at home.

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

TORONTO SALT WORKS IMPORTERS, TORONTO, ONT.

JOSEPH E. SEAGRAM

Waterloo, Ontario.

MANUFACTURER OF

ALCOHOL

Pure Spirits

Rye and Malt Whiskies

"OLD TIMES" AND "WHITE WHEAT"

SIR MORELL MACKENZIE, M. D.



Sir Morell Mackenzie writes: "I have much pleasure in stating that I have used the Vin Mariani for many years. I consider it a valuable stimulant and particularly serviceable." I. ndon MORELL MACKENZIE, M.D.

VIN MARIANI

The world-famous Ideal Tonic-Stimulant Mariani Wine has written endorsements from more than 3,000 Canadian and American physicians. Specially indicated for Nervous Affections, Throat and Lung Diseases, Dyspepsia, Anæmia, Weakness from whatever cause, La Grippe, General Debility.

Lawrence A. Wilson & Co.

MONTREAL,

AGENTS FOR CANADA.



GILLETT'S PURE POWDERED LYE

BEST, PUREST, STRONGEST.

LONDON, ENG. E.W. GILLETT, TORONTO, ONT. CHICAGO, ILL.

TOWLE'S

FOR FEMALES. Pennyroyal AND Steel Pills.

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

PREPARED ONLY BY THE SOLE PROPRIETORS

E. T. TOWLE & CO.

Nottingham, England

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

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

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

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

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

### The Retail Druggist Should Sell For Cash.

That all retail business should be done on a cash basis there is not the least doubt, and especially should this be the case with the retail druggist. No one will deny that considerable losses are sustained by charging goods to their customers, and it is not only the losses, but also the expenses involved in keeping the accounts. If you charge an item you need a day book and a ledger. The time required in charging and posting is considerable. It is probable that you forget to charge an item occasionally, especially when you are busy. Very few people who have goods charged will come to you at the end of the month and pay their bills, you have to make out a statement and mail it to them or call in person—all of which involves expense and consumes time. While you or your clerk are doing this, your or his services are needed at the store. Then there are many who have to be dunned repeatedly, and some never pay at all.

These losses give you anxiety and you worry over it, which depresses your mind so that you are not in the proper mood to wait upon your customers, to say nothing as to your health and the happiness of you and your family. When a man is in bad health or a depressed spirit he cannot treat his wife and children as he should.

Why is the cash system not generally adopted? The reason is that the credit system has been in vogue from time immemorial, and we think it cannot be abolished, but it is a serious mistake. In every large city and in some smaller ones, there are to-day business firms who have adopted the cash system, and we have yet to learn that any of them have not been very successful. The common argument is that your customers will be offended if refused credit, and that they will trade somewhere else. In reality this is not the case, as most people will see the advantage and the justice of it themselves. It is only those that do not expect to pay at all that will feel offended, and these you can well afford to lose as customers.

If you trust a man and he cannot or does not intend to pay, he will, when you commence to ask him for pay, act as if he were offended, and will then go where he is not known and pay cash, the same money that you ought to have. Indeed, we all know that when men are indebted

to us, whether for goods purchased or even money loaned, they will be apt to avoid us all they can (we will not discuss in this connection how much better it is for everyone to keep out of debt). Thousands of druggists have failed in business owing to the fact that they have too much standing out which, they are not able to collect.—*Meyer Brothers' Druggist.*

### Practical Hints on Advertising.

Copyrighted, 1897, by CHARLES AUSTIN BATES, New York.

There are many business men who cannot prepare a good advertisement, but who are capable of knowing good work when they see it. They know what they want. They may have it all in mind, but cannot put it down in black and white.

This is because they lack what phrenologists call language of expression.

This faculty is not lacking only in business men. Ask every second man or woman you meet, "Did you ever write a poem, a novel, or any imaginative work?" Nine out of every ten of those who are not writers will answer, "No; I never had the time, but I've thought out better stories and poems than ever were written. If I had the time I'd show folks stories that are stories."

Yes! These "mute" inglorious "il-tions" don't know what they lack besides time. They don't know that if their days were twice as many and their labors decreased by one-half, their leisure would not supply the gift withheld at their creation—the faculty of clothing their thoughts in language.

\* \* \*

A man well-known in the advertising world puts forward this strange proposition in print: "A man who cannot prepare a good advertisement should not spend much money for advertising. After he has demonstrated his own ability, he may avail himself of the services of others, for he will then be competent to judge of the value of the work submitted for his approval and acceptance."

Was there ever anything so crazy put forth by a supposedly hard-headed business man? He might as well say: "Don't buy Shakespeare until you can write fine plays yourself, or Euclid until you can formulate a system of mathematics. You will then be able to know whether or not the poet is deserving of fame and the mathematician is correct."

When a man finds he cannot prepare

his own advertising, the sooner he drops all attempts the better it will be both for his brains and his business.

"Art is long and time is fleeting."

It is only the man of leisure who has time to cultivate a faculty for which he may have a germ. The man of action will discover very soon what his vocation is. It may be to write ads. In that case he will not stand behind a counter and sell goods. And the man who sells the goods will do his work better for not being burdened with furnishing copy for the newspaper space he pays for. It is a fine thing to be versatile, but the "Jack of all trades is master of none."

\* \* \*

The same business man quoted before, says too: "It is not a difficult matter to write a good advertisement, yet most persons fail—mainly, because they attempt too much."

If he had finished that sentence after the word "because" with "they are out of their proper place," he would have struck it right.

Of course, they attempt too much, in the sense that any person who attempts to do what he can't, what he has not the ability for, attempts too much.

\* \* \*

The bane of many would-be ad. writers is imitation. It may be true that "there is nothing new under the sun," but a man's advertisements need not be second-hand by design. They should be as new as he can make them, or if he finds himself helplessly in a groove made by some one else, then let him call for the assistance of a specialist.

In this matter of advertisement writing, the supply came in answer to the demand. It has been a matter of growth, a clear case of evolution—one of the modern improvements in business methods.

\* \* \*

The business man who writes his own advertisements is burdened with many other matters. He most likely falls into the habit of considering the filling of his space one of those small matters; to think that people know that he is in business; they know what lines of goods he carries; they know where to find him. If they want to purchase, won't they come? What does it matter what is said in the newspaper?

So the copy waits until the last minute. It is prepared in a hurry. It is the same old story—"largest stock," "great bargains," "be pleased to see our friends,"

etc.—nothing new, or crisp, or inviting. Nothing special, no prices, and—no returns.

Some people can write under pressure, but not many. The few who can are amongst the professionals. Many men and women, who work at their desks nearly all the days of the year, must have room or office entirely quiet, or their brains won't work. Only a few can work if they are even likely to be interrupted.

How then is the unpractised business man to tell the story of the many departments in his house, while his brain is in a whirl, and his attention is called every few minutes to something else than the subject in hand? If he writes at all, it must be under pressure. Sometimes inspiration will come to some people who work in a hurry, but too much depends upon the work that an advertisement is expected to do to trust to such a chance. The newspaper space costs too much to be neglected. It should be looked to do its work as well as the cash boys, or the men in the silk department, or the women who sell the millinery.

It will, if it is watched only half as closely. If it is treated like an importunate beggar, given only scraps of time, and the ragged, left-over work of a fagged-out brain, it will probably make but beggarly returns.

It is not necessary that the advertisement should be "fine writing." It need not be an essay. It requires more time and acumen to condense your words, make them strong, than to expand. Fine goods are usually in small parcels.

#### Optical Telegraphy.

The heliograph has been specially developed in sunny climates; by the British in Afghanistan and in Africa, by the French in Tonkin, by the Americans in the United States, and by the Greeks in Crete. It has been used successfully over single stretches of over 65 miles. In France the acetylene lamp has greatly increased the use of the apparatus by making it independent of sunlight, and signals have been read as far as 37 miles by day and 56 miles by night. In Italy the acetylene lamp flash has been read at a distance of 72 miles. The navy search-lights landed in Cape Colony have been used for flash signaling and have greatly extended the range. At coast forts and in the navy the Ardois signal light (a combination of red and white electric lamps hung in the rigging or on a mast)

are extensively used for short distances, either between ships or between forts and ships.

#### How to Keep Plasters.

Plasters should be kept at an ordinary temperature in a dry place: never keep them in the cellar or any place where they are apt to gather moisture, but exclude them from the air as much as possible in tin, wood or very heavy cardboard boxes. The only way I know of displaying spread plasters is in a show case, and then always in their original package; never put them in your window, as they are affected by the heat, and would be spoiled by the sun. Never dispense or sell any but the very best made, and those you know are up to strength and properly medicated; there is no money in buying cheap plasters, as they will spoil on your hands and will not give satisfaction to your customers; and then, again, when you get a prescription from a doctor you should know that the plaster dispensed is up to the standard of the Pharmacopœia, as the M.D. always expects to get the physiological effect of the plaster.

When selling plasters always tell your customers to wash and dry the parts thoroughly where the plaster is to be applied, and if they will take equal parts of ether and alcohol and apply to the parts by rubbing with the hands before applying the plaster, they will find it a great benefit, as it will open up the pores of the skin and allow the medication of the plaster to take immediate effect.

So far as spread plasters are concerned, the term dispensing has lost its earlier meaning, since the pharmacist of to-day is not called upon to prepare them, but dispenses spread plasters by handing them to his customers in good form and with proper directions for their use. This is true because of the modern machinery in use by the manufacturer, which makes them better, cheaper and more convenient for general use. The present custom is of advantage to all concerned, since time and trouble are saved for the pharmacist, and the customer is guaranteed an article possessing full strength as demanded by the United States Pharmacopœia, if the pharmacist is careful to buy from a reputable firm.—*Red Cross Notes.*

Politeness is like ginger-pop; there isn't much nourishment in it, but it leaves a pleasant flavor.

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

An important transaction has just been concluded by which a number of old-fashioned dwelling-houses on East Washington Square, Philadelphia, have passed from the ownership of the heirs of the famous lawyer, Horace Binney, and will soon be torn down to make way for a fine building to be occupied by the J. B. Lippincott Company, whose old home on Filbert street, above Seventh, was burned down some months ago. Possession is to be given by September 14, and it is expected that the demolition of the old structures will begin soon after. The site is considered a very eligible one for the Lippincott Company, as it has light on the three sides, is very central, and they will be enabled to promptly issue and increase their excellent line of medical publications by standard authorities. By the way, their new catalogue, just issued, is handsomely illustrated with excellent portraits of many of America's leading medical writers.

Many historic recollections cluster about the properties just sold. They stand on the ground once occupied by the old Walnut street prison, built before the Revolution, and in which during the struggle the English confined American prisoners during the former's occupation of Philadelphia.

"Stringtown on the Pike," by John Uri Lloyd, is announced by Dodd Mead & Co. to appear in book form in October, price \$1.50. It is a study of northern Kentucky during the war, and brings to view the conditions that involved the people of that border State during the boyhood of the author. Of it, the talented writer, Judge J. Soule Smith, of Lexington, Ky., writes: "No such vivid landscape painting of Kentucky seasons and Kentucky scenery is to be found in any other book." The *New York World* states that it "reminds one of the figure in American literature cut by physicians, from Dr. O. W. Holmes to Dr. Weir Mitchell and Dr. W. A. Hammond," and in this same line of thought the *American Journal of Pharmacy* states that "Our faith in American literature is strengthened by the entrance into it of professional men like Weir Mitchell and John Uri Lloyd."

Every man wants to live to be old, but not one in ten thousand can fill the character of an old man.

# Why it Sells in the Fall

## PRATTS FOOD

sells in the Fall and Winter, because it makes Hens lay early and continue laying regularly throughout the cold Winter months; it fattens quickly the Thanksgiving, Christmas and New Year Turkeys; it makes them grow larger and they are better eating.

It makes Hog Killing time profitable, because the Pigs fatten faster and are much larger than ordinary fed Hogs, and, as they are kept free from disease, the meat in consequence is far more juicy and tender.

It helps Cows during the changeable weather from Summer to Fall. It increases the Milk during the cold weather; it produces more Butter, and fattens Cattle for killing rapidly.

It helps Horses during the Fall and Winter weather; the hard, tough pulling during the snowy season is not felt by them when fed Pratts Food constantly. It cures and prevents Coughs, Colds, Pneumonia, etc., etc.

Sheep are better able to stand the test of Fall and Winter, they grow larger and their meat has a better flavor. A Sheep in good condition always produces more and better wool.

**Make Money**, by remembering to tell this to all your patrons. It will give them confidence in your recommendations, and your fair square manner of dealing with them, by telling them frankly of that, which will pay them to use, as well as pay you to sell.

Spring and Summer have their invaluable uses for Pratts Food, but do not lose the opportunity of pushing it strong during the Fall and Winter months.

If you have not received it send for a copy of our pamphlet showing how we advertise

## Pratts Food

for you, at the same time. **ADVERTISING YOUR OWN BUSINESS.**

ROBERT GREIG & CO.

Manchester Buildings, TORONTO.

ASK FOR  
**Labatt's**  
 (LONDON)  
 INDIA PALE ALE

Brewed with exceptional care and watchfulness until just the right body and flavor are obtained. Its flavor is the true flavor of good malt and hops. No substitutes used. At the proper age it is bottled and consumers are offered an absolutely pure, sparkling and delicious beverage, tonic, and refreshing to the body and quenching to the thirst. One case in your home will demonstrate to your entire satisfaction that it is the best table ale brewed.  
 All dealers can supply you.



### Patents

Caveats, Trade Marks, Design Patents, Copyrights, Etc.

Correspondence Solicited

JOHN A. SAUL

LeDroit Building, Washington, D.C.

**PATENTS**  
**PROMPTLY SECURED**

Write for our interesting books "Inventor's Help" and "How you are swindled." Send us a rough sketch or model of your invention or improvement and we will tell you free our opinion as to whether it is probably patentable. Rejected applications have often been successfully prosecuted by us. We conduct fully equipped offices in Montreal and Washington; this qualifies us to promptly dispatch work and quickly secure Patents as broad as the invention. Highest references furnished.

Patents procured through Marion & Marion receive special notice without charge in over 100 newspapers distributed throughout the Dominion.

Specialty:—Patent business of Manufacturers and Engineers.

**MARION & MARION**

Patent Experts and Solicitors.

Offices: New York Life Bld'g, Montreal  
 Atlantic Bldg, Washington D.C.

## FREE OF DUTY

We Sell  
 Our High Grade

*Silent Salesman*  
 TRADE MARK

Show Case to the  
 Best Merchants in Canada.

These Cases are suitable for displaying all kinds of goods. A special case is made for cigars, which is fitted with moisteners.

Our newest improvement is our Patent Illuminating Device, for lighting these Superb Cases.

Canadian Trade supplied from our WINDSOR branch.

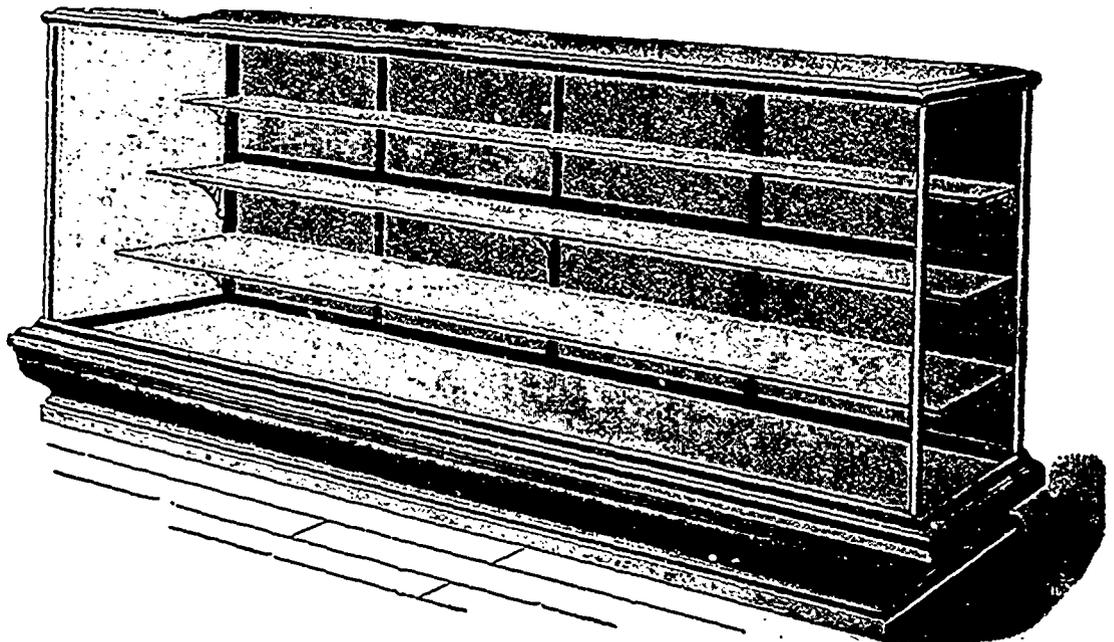
**JNO PHILLIPS & Co.**

Limited

DETROIT, - Mich.,

AND

WINDSOR, Ont.



Address us at DETROIT.

Style Figure 68a.

# Formulary

## CORYZA REMEDY.

A remedy for colds, catarrh, influenza, and hay fever, preventing their development, and speedily curing them in their advanced stages.

Take of

Scotch snuff.....	30 ozs.
Ammonium chloride.....	1 "
Menthol.....	½ "
Powd. boric acid.....	3 drs.
Oil Australian eucalyptus.....	1 fl. dr.

A pinch to be snuffed up the nostrils.—*Merck's Report.*

## TO REMOVE WARTS.

In these troublesome little growths *Siglo Medico* recommends the following:

	Parts.
1.—Salicylic acid.....	5
Lanoline.....	50
Vaseline.....	50
Ft. ungt., or	
2.—Flowers of sulphur.....	10
Glycerine.....	25
Acetic acid.....	5
Ft. mistura.	
The warts to be covered with the mixture and kept wet all day, or	
	Parts.
3.—Corrosive sublimate.....	1
Collodion flexile.....	80
Ft. solutio.	
To be painted on the growths.	
4.—Salicylic acid.....	15 grs.
Alcohol, 90 per cent.....	15 "
Ether.....	37½ "
Collodion.....	75 "
To be painted on daily.	

## DANDRUFF POMADE.

1.—Benzoeated lard.....	1200
Precipitated sulphur.....	49
Lanolin.....	200
Alcohol, 90%.....	200
Salicylic acid.....	10
Oil of geranium.....	10
Rose water.....	600
Mix.	
2.—Balsam Peru.....	½ dr.
Betanaphthol.....	1 "
Lanolin.....	6 "
Benzoeated lard.....	2 "

## HEARING OIL.

An oil for use in the ear is made with

	Parts.
Cajuput oil.....	7
Campborated oil.....	60
Sassafras oil.....	12
Acetic ether.....	5
Olive oil, sufficient to make.....	500
Mix.	

## LIQUID FINGER-NAIL ENAMEL.

1.—Hard paraffine.....	1 dr.
Oil rose.....	3 drops
Chloroform.....	2 fl. oz.

The following may also answer:

2.—Carnauba wax.....	1 dr.
Oil rose.....	3 drops
Ether (or chloroform).....	2 fl. oz.

## NAIL POLISH.

1.—Tartaric acid.....	1 dr.
Tincture myrrh.....	1 fl. dr.
Cologne water.....	2 fl. dr.
Distilled water.....	3 fl. dr.

Dissolve the acid in the water; mix the tincture of myrrh and the cologne water and add to the acid solution.

Dip the finger nails in this solution, wipe and polish with a chamois pad.

2.—Putty powder (fine).....	4 dr.
Carmine.....	2 gr.
Oil rose.....	1 drop

Very carefully reduce the carmine with the putty powder, and rub together until a homogeneous mixture is formed; then mix in the oil of rose.

The nails should be damped and a little of the powder put on; then polish with a chamois pad.

3.—Tin peroxide.....	6 oz.
Tragacanth.....	6 gr.
Glycerin.....	4 drops
Rose water.....	sufficient

Color with ammoniacal carmine-solution.—*Merck's Report.*

## SACCHARIN MOUTH WASH.

Saccharin, says the *Pharmaceutische Centralhalle*, is a substance which, on account of its antiseptic properties, is admirably adapted to the preparation of mouth washes and similar preparations. It gives the following formulae for collutorios:

1.—Saccharin.....	2 gms.
Alcohol.....	200 gms.
Peppermint oil.....	10 drops
2.—Salicylic acid.....	4 parts
Saccharin.....	1 part
Sodium bicarbonate.....	1 part
Cologne water.....	20 parts

Mix. To use either preparation, add a few drops to a wineglassfull of water.—*National Druggist.*

## A SOLUTION OF COCAINE.

The *Journal de Medecine Paris* recommends the following solution of cocaine as one which will keep indefinitely:

Hydrochlorate of cocaine.....	4 grains
Distilled water.....	3 drachms
Salicylic acid.....	¼ grain

## COUGH MIXTURES.

### Codeine and Chloroform Mixture.

Codeine sulphate.....	¼ grain.
Dilute hydrocyanic acid.....	1½ minims.
Spirit of chloroform.....	15 minims.
Glycerine.....	10 minims.
Fluid extract of wild cherry.....	5 minims.
Elixir of orange to make one teaspoonful.	
Dose, one teaspoonful in water.	

## Creosote Mixture.

Beechwood creosote.....	2 minims.
Glycerine.....	30 minims.
Elixir of orange.....	30 minims.
Alcohol.....	30 minims.
Oil bitter almonds.....	1 drop.
Tincture cardamon comp. to make 2 drachms.	

Dose, 2 to 4 teaspoonfuls 3 to 5 times a day.

## Expectorant Mixture.

Dilute hydrocyanic acid.....	1 minim.
Spirit of chloroform.....	10 minims.
Hydrobromic acid (34 per cent.).....	7½ minims.
Syrup of senega.....	10 minims.
Syrup of squill.....	15 minims.
Syrup of wild cherry to make 2 drachms.	
Dose, a dessertspoonful.	

## Pectoral Mixture.

Ammonium chloride.....	5 grs.
Spirit of ammonium, aromatic.....	2 minims.
Syrup of senega.....	10 minims.
Compound liquorice mixture, enough to make 2 drachms.	
Dose, a dessertspoonful to a tablespoonful.	

## Terebene Mixture.

Terebene.....	3 minims.
Oil of wintergreen.....	1 minim.
Powdered acacia.....	q.s.
Syrup of wild cherry to make 1 drachm.	
Dose, 1 or two teaspoonfuls in water.	

—*Philadelphia Hospital Formulary (Am. J. Pharmacy)*

## PETROLEUM EMULSION.

Petroleum.....	2½ fl. oz.
Powdered acacia.....	10 dr.

Mix thoroughly and add at once:  
Distilled water..... 2 fl. oz.

When thoroughly emulsified, add:  
Elixir saccharin..... 1 fl. oz.  
Essence bitter almonds..... 160 min.  
Distilled water to make 20 fl. oz.

## PETROLEUM EMULSION WITH HYPOPHOSPHITES.

1.—Liquid petrolatum.....	1 pint.
Powdered acacia.....	8 oz.
Glycerin.....	4 fl. oz.
Calcium hypophosphite.....	288 gr.
Sodium hypophosphite.....	288 gr.
Water to make 3 pints.	

Add the acacia to the petrolatum, and mix well in a large mortar. Then add a pint of water all at once, and triturate energetically until an emulsion is formed. Dissolve the hypophosphites in half a pint of water, and add the glycerin; then add this mixture to the emulsion and triturate well, adding enough water to make three pints.

2.—Liquid petrolatum.....	4 fl. oz.
Expressed oil almonds.....	2 fl. oz.
Powdered acacia.....	1½ oz.
Glycerin.....	1½ fl. oz.
Sodium hypophosphite.....	128 gr.
Calcium hypophosphite.....	128 gr.
Lime water to make 1 pint.	

Proceed as above. Flavoring may be added, if desired.—*Merck's Report.*

# Department of Advertising.

By J. P. McCONNELL, Toronto.

## THIS DEPARTMENT.

It is to be a monthly experience meeting for the readers of this journal. Retail and general medicine and proprietary advertisers are invited to send in their ads for criticism, to write for assistance on knotty points on the knotty business of advertising. No charge whatever will be made for answering any questions in this department. This month I have given most of the space to discussion of topics applicable to city stores. Before next month's issue I hope to have heard from druggists, both in the cities and in the smaller towns. Every letter received will be answered, but the writer's name will be withheld if requested.

Address all communications on this department to THE CANADIAN DRUGGIST, Advertising Department.

## Why Not Advertise?

An examination of the current issues of the Toronto *Telegram* and *News* reveals the fact that there is not a single druggist's ad in either of them.

May this to some extent account for the rapid encroachments of the department stores on the "legitimate" druggist? Why should druggists make a howl about department store competition when they let their best weapon, advertising, rust in a corner—the very weapon the department stores use so effectively?

I don't believe advertising will not help a druggist. True, some druggists, by reason of their location, may be helped more than others by newspaper advertising, while some, for the same reason, could be helped very little. But those druggists situated on Yonge, Queen and King streets could undoubtedly be benefited by a judicious advertising campaign. Druggists off the main streets of traffic would have a good deal of waste circulation to pay for, but there is no reason in the world why a druggist on Yonge street could not benefit as much by advertising as his neighbor shoe or furniture dealer.

Why should not a druggist cultivate a reputation for accuracy in prescriptions by advertising? Personally, I have never heard any particular Toronto druggist spoken of as pre eminent in this way. Yet anybody in Montreal will almost instantly tell you that Lewis' is a

good prescription drug store. The reason is that Lewis has advertised the fact and become known as such. Lewis has done some good advertising on this subject, laying emphasis on his many years' experience.

Surely there are one or more Toronto druggists who have been a long time at the business, who have made a specialty of it, are peculiarly well equipped, employ more competent clerks and all the other facts which the public does not know, but want to, and the knowledge of which gives them confidence in the druggist who possesses them. It only takes the telling, in the right kind of a way, to impress people the way you want to.

I have often thought, too, that the druggist who would advertise that substitution or an attempt at it would not be tolerated in his store, would win a large trade. If the trade knew just how many disgusted people leave drug stores in the course of a year it would be an eye-opener.

People don't like to be continually told there is something better than they ask for. Many consider it a reflection on their good taste or judgment. What is little better is the insinuating method of showing two kinds of an article and giving the customer a choice when one was asked for.

People are perfectly aware that the druggist who does this does it for a purpose. And the purpose is to effect a sale with more profit in it than there is on the article asked for. Such methods advertise a store backwards and drive customers away. The drug store that will not permit it and advertise the fact would probably "learn something to his advantage," in the way of public appreciation, for I know that many do resent such methods.

Another kind of reputation worth cultivating in a city like Toronto or Montreal, or any place in fact, would be one for high class toilet requisites, making a feature of good perfumes.

I do not recollect any Canadian instance of this having been done, but I do know of at least one American who has a national reputation as a perfumer and an immense trade as well. A few years ago he was advertising in his local papers only. Of course he had the goods.

## ADVANTAGES OF GENERAL ADS

How many druggists have ever at-

tempted to take advantage of the thousands of dollars' worth of advertising spent on proprietary articles. Instead of benefiting by the trade developed by the big medicine and other proprietary concerns, most druggists persistently endeavor to kill the trade that comes through their doors in response to it.

A cheap way of getting a reputation for being up-to-date and in touch with the times, would be to watch the current advertising and display the goods brought prominently to the public notice in the newspapers in the windows.

Thus a buyer who had read an Ayer, a Milburn, Castoria, Dentofoss, a Chase or Pierce ad and been impressed at the moment, on seeing the article would be likely to buy it. On the other hand the effect of hundreds of ads is lost simply because the goods do not confront the buyer and the effect of the ad has not been strong enough to send him or her out for them. In such cases nobody benefits. The druggist loses the profit on the sale that might have been but does not make another in place of it. The advertiser of course is the big loser.

## WINDOW ADVERTISING.

Speaking of windows:—I doubt if many druggists fully appreciate the advertising value of their windows.

If they do they would not make such poor use of them. Surely windows can be used for more purposes than the mere display of red and green water. Some times one sees a conglomerate of fly speckled cartons, presumably full of goods, with the "speckers" lying dead in the nooks. The impression of such a window is one of distinct repulsion. It indicates dry rot in the maunagement and the same or worse in the shelves. A drug store, of all businesses, should have an appearance of freshness and purity. Should avoid the slightest approach to staleness.

I saw a window the other day that would have been a good one but it fell short in one particular. It was a display of toilet soaps, the name of which is well known, but not easily read on the cartons, because the lettering is too small and too much involved. Now all that one could see in that window was those cartons and a card saying "3 for 25 cents." The card wasn't neat. But the point was: I know that this soap sells for three cakes for a quarter, whereas the plain meaning of the card, to one who didn't know, was three boxes for a quarter.

A better way would have been "25

# ASTHMA

## DRY LIQUID TREATMENT

Gives Perfect Relief in 3 Minutes.

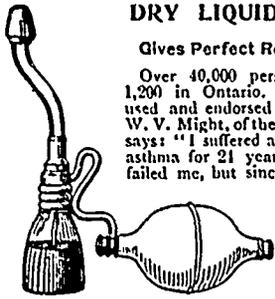
Over 40,000 persons have tested it, 1,200 in Ontario. The only treatment used and endorsed by physicians. Geo. W. V. Might, of the Night Directory Co., says: "I suffered almost every night with asthma for 21 years, everything I tried failed me, but since using Dr. Tucker's method, I have not had an attack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

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

DRUGGISTS PLEASE INVESTIGATE

Apply in person or by letter to

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



# Work No More



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

THE SPATULA,  
10 1/2 Oliver St., Boston

## ONTARIO Vaccine Farm

ESTABLISHED 1885

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

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

LIBERAL DISCOUNT TO THE TRADE.

Address all orders,

VACCINE FARM,

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



Sold from Halifax to Victoria

BY

HALIFAX { Brown & Webb, Shanon Bros. & Co.  
Forsyth, Sutcliffe & Co.

ST. JOHN—T. B. Barker & Sons.

YARMOUTH—C. C. Richards & Co.

MONTREAL { Kerry, Watson & Co. Lyman Sons & Co.  
Evans Sons & Co. Lyman, Knox & Co.

KINGSTON—Henry Skinner & Co.

TORONTO { Lyman Bros. & Co. Evans Sons & Co.  
Northrop & Lyman.

HAMILTON—Archdale Wilson & Co. J. Winer & Co.

LONDON—London Drug Co. Jas. A. Kennedy & Co.

WINNIPEG—Martin, Bole & Wynne Co.

NEW WESTMINSTER—D. R. Cooch & Co.

VICTORIA AND VANCOUVER.—Langley & Henderson Bros.

QUEBEC.—W. Brunet et Cie.

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

PRESCOTT.—T. W. Chamberlain & Co.

MONTREAL.—Huden, Huber & Co.

The only Pills which purge without pain



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

# ALL LIVE DRUGGISTS

HANDLE

# TURKISH DYES

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

We supply cabinets with two and five gross lots.

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

Brayley, Sons & Co.  
MONTREAL.

"Encourage Home Industry."

J. S. HAMILTON & CO.'S

# Cognac

Is distilled at Pelee Island under Excise supervision. Aged in wood, is an absolutely pure brandy, and most suitable for medicinal use. In cases, 12 Quarts, 21 Pints, and in Quarter Casks, Octaves and Half Octaves.

Address:

J. S. HAMILTON & CO., Brantford  
General Agents the Pelee Island  
Wine Co., Limited.

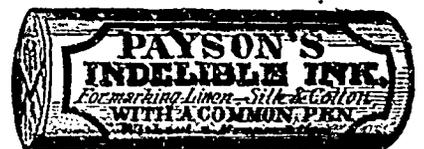


# Cough Corkscrew Co.,

ALTON, N.H., U.S.A.

ORIGINAL PATENTEES.

SAMPLES, ALL  
SIZES, FREE.



THE OLDEST - THE BEST

Received Medal and Diploma at Province of  
Quebec Exposition, Montreal, 1897.

Trade supplied by all leading Drug Houses in the  
Dominion.

# LAUGHLIN FOUNTAIN PEN

The Best at Any Price

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

Your choice of these popular styles, superior to the

\$3.00 STYLES

of other makes, for only

\$1.00

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

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

One Pen Only to one address on this special offer, by mail, postpaid on receipt of \$1.00, (registration 8c. extra.)

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

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

Address—

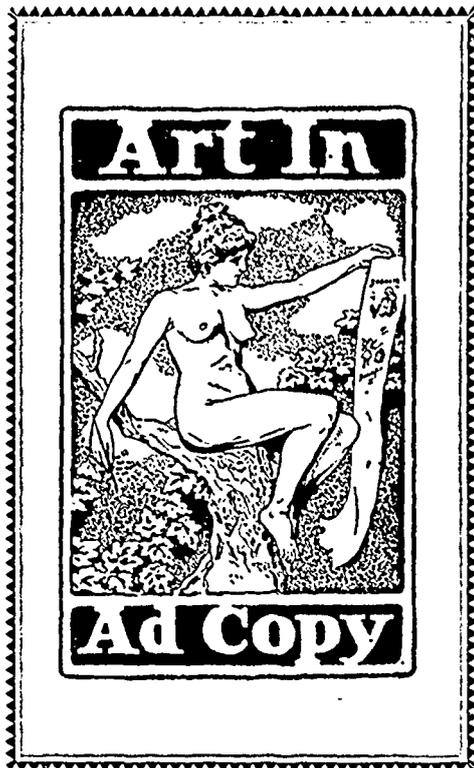
LAUGHLIN MFG. CO.

262 Laughlin Block,

DETROIT, MICHIGAN.



# Illustrated Ads



No ad is half so Attractive as the illustrated ad. No ad is half so convincing as an illustrated ad that illustrates your argument. No ad sells goods like the convincing ad.

I claim to have perfected the illustrated newspaper ad in this country.

Because I have employed the very best artists and paid them for the best work. I charge my clients accordingly for my work.

While my prices are no doubt higher than any other Canadian specialist, my ads are worth it. Examination will prove that true or otherwise, and I invite it.

Any business man writing on his own letter head may have samples of my illustrated ads, and welcome.

Those familiar with "Semi ready," "Sobrite," "Radia," "Dentofoss," "Corticelli Silk," "Slater Shoes," and other good ads, already know my work—I do or have done them all.

I am open to make contracts with a limited number of general advertisers for good illustrated ads.

If you want ads that stick out of the printed page like a fly in a pan of milk I can and will produce them.

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

## Cigars, Cigarettes, Tobaccos, Pipes.

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

**ANDREW WILSON & CO.**

**43 Yonge Street,**

**TORONTO.**

## COALITINE

GUARANTEED AND PROVED TO  
 SAVE 33 1/3% OF THE COAL BILL

— **THINK OF IT!** —

1 Ton Coal costs, say \$6.00. One third of it, or \$2.00, saved by a ton of COALITINE at a cost of 50 cents  
 NO SMOKE, NO FOUL AIR, LESS ASHES, NO CLINKERS

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

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

Send Five C nts for Sealed Particulars



Decorated  
 Tin  
 Boxes

For sale by  
 Wholesale  
 Druggists  
 and  
 Druggist  
 Sundrymen.

Send for  
 Illustrated  
 Catalogue.

cents per box" and have left some of the boxes open, also to have shown some of the cakes unwrapped. By doing that the possible customer could have been given an idea of the soap as nearly as possible without actual handling. The display would then have been argumentative and intelligent. As it was, it was only a show of paper boxes.

#### TELEPHONE AND DIRECTORY.

It seems odd that the public looks to the druggist to accommodate it with a telephone and directory. It is an established axiom that a public telephone and a city directory now form part of the stock-in-trade of the up-to-date city drug store.

To some extent these may attract a certain amount of trade. Personally if I have occasion to use the "nearest druggist" for either of these privileges I begin to figure on what I can buy in his stock. It usually simmers down to a cake of soap or some such trifle, but if half the people who use the 'phone do the same thing it must turn out a tidy number of quarters and dimes in the year.

But I think the druggist could take a larger advantage of his hospitality to the public.

Suppose he arranged his telephone so that a tempting array of novelties could be shown directly in front of the person at the telephone—a small glass case containing perfumes, soaps, toilet articles or other things likely to attract the visitor. These, with a few neat cards telling some of the good points together with the prices would make a nice display and possibly make a good many sales. The effect could be further enhanced by surmounting it with a card something like this: "Note these while you wait for central." It would not cost much to try it.

Then in regard to the directory: Put it on a small stand. Hang over it a card that will be in plain view: "City Directory, use free." Arrange around this table, in a small space, receptacles for the different kinds of advertising literature which every druggist has under his counter, supplied to him by enterprising proprietary concerns. Each receptacle should be neatly labelled and a card should invite the visitor to take them with him. This would be a first-rate method of circulating literature for his own store as well. Perhaps you think there are not enough people calling for the use of the directory to make this trouble worth while. But let it once be known that such an accommodation exists in the store and make it apparent that it is not given grudgingly and I fancy it won't be long till plenty of people will make use of it.

# Photographic Notes.

## Photographic Formulæ.

(From the *Phar. Journal*, England.)

### DEVELOPERS.

#### METOL AND HYDROQUINONE.

##### (One Solution.)

Metol.....Gm.	12.5
Sodium sulfite (anhydrous).....Gm.	25
Potassium carbonate.....Gm.	60
Hydroquinone.....Gm.	12.5
Distilled water.....to Cc.	1000

For use dilute with 3 parts of water.

##### (Two Solutions.)

###### No. 1.

Metol.....Gm.	20
Hydroquinone.....Gm.	24
Sodium sulfite.....Gm.	60
Potassium bromid.....Gm.	8
Distilled water.....to Cc.	1000

###### No. 2.

Potassium hydrate.....Gm.	8½
Distilled water.....to Cc.	1000

For use, mix in equal parts, and add three times the quantity of water.

#### METOL PYRO.

##### No. 1.

Pyrogallol.....Gm.	24
Metol.....Gm.	20
Potassium metabisulfite.....Gm.	60
Potassium bromid.....Gm.	8
Distilled water.....to Cc.	1000

##### No. 2.

Sodium carbonate.....Gm.	200
Distilled water.....to Cc.	1000

For use mix 1 part of No. 1 with 4 parts of No. 2.

#### GLYCIN.

##### (One Solution.)

Sodium sulfite (anhydrous).....Gm.	80
Distilled water.....Cc.	100

Dissolve by the aid of heat, and

Glycin.....Gm.	35
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Heat to the boiling point and add gradually

Potassium carbonate.....Gm.	150
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This forms a thin paste, which should be diluted with 12 parts of water for use.

##### (Two Solutions.)

###### No. 1.

Glycin.....Gm.	40
Potassium carbonate.....Gm.	10
Sodium sulfite.....Gm.	120
Distilled water.....to Cc.	1000

###### No. 2.

Potassium carbonate.....Gm.	100
Distilled water.....to Cc.	1000

For use, mix 1 part of No. 1 with two parts of No. 2.

#### PYROCATECHIN.

This has long been known as a developer, and has lately been introduced on the market under the name of "kachin."

##### (Single Solution.)

Sodium sulfite.....Gm.	125
Sodium carbonate.....Gm.	250
Pyrocatechin.....Gm.	50
Distilled water.....to Cc.	1000

For use, mix 1 part with 5 parts of water.

##### (Two Solutions.)

###### No. 1.

Pyrocatechin.....Gm.	20
Sodium sulphite.....Gm.	100
Distilled water.....to Cc.	1000

###### No. 2.

Sodium phosphate.....Gm.	188
Sodium hydrate.....Gm.	20
Distilled water.....to Cc.	1000

For use, mix 1 part of No. 1, 1 part of No. 2, and 2 parts of water.

#### COMBINED TONING AND FIXING BATH.

Hyposulfite of soda.....Gm.	200
Distilled water.....Cc.	900

Dissolve and add

Lead nitrate.....Gm.	10
Distilled water.....Cc.	900

Heat for ten minutes to boiling point, then allow to cool and filter and add

Gold chlorid.....Gm.	0.5
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The prints must be well washed before immersion in this.

#### COLD VARNISHES.

These are the favorites of amateurs, as they can all be applied with a brush.

Best japanners' gold size.....Gm.	100
Benzol.....Cc.	200

or

Pyroxlin.....Gm.	30
Amyl acetate.....Cc.	1000

#### MATT VARNISH.

Sandarac.....Gm.	60
Dammar.....Gm.	60
Ether.....Cc.	1000
Benzol.....Cc.	350

or

Sandarac.....Gm.	100
Ether.....Cc.	1000
Toluol.....Cc.	350

#### ORTOL.

##### No. 1.

Ortol.....Gm.	15
Potassium metabisulphite.....Gm.	75
Distilled water.....to Cc.	1000

##### No. 2.

Sodium carbonate.....Gm.	120
or Potassium carbonate.....Gm.	60
Sodium sulfite.....Gm.	180
Potassium bromid.....Gm.	2
Distilled water.....to Cc.	1000

For use, mix in equal parts for rapid work, or for normal use add an equal quantity of water.

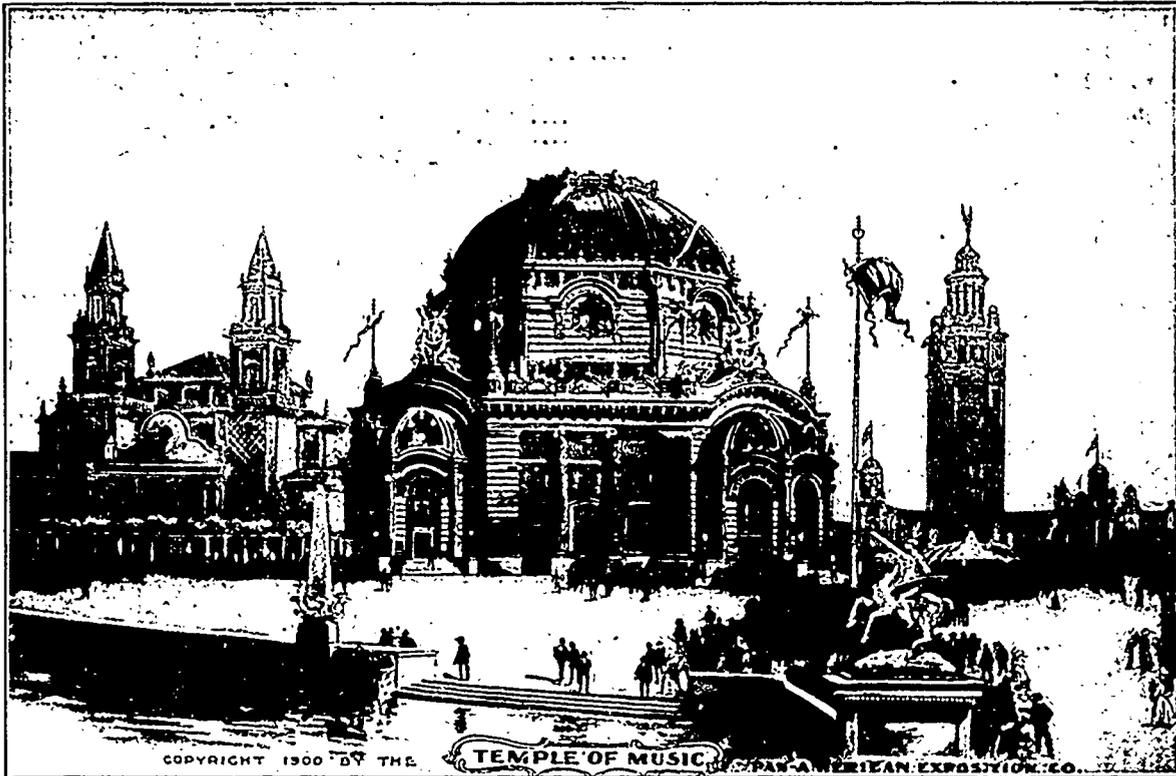
**LANTERN SLIDES.**—One or two notes from a recent article by Chapman Jones, in *Photography*, suggest specific methods of procedure which will be found useful. Dilute metol gives first-class black and white slides with less exposure than pyro. Warm colors may be obtained without the drawbacks of over-exposure by subsequent toning, and the uranium method of intensification may be applied with perfect success if the solution is kept well acid, and the slide is thoroughly washed before its application. Mercuric chloride followed by almost any re-agent gives a warm color, and when followed by a solution of silver potassium cyanide gives a rich purple. The permanency of

wards a layer of copal varnish or shellac may be given if it is to be much exposed. This process is said to succeed very well either with negatives or stencils.

Temperature has a great effect on development. Cold solutions act as retarders and give poor thin negatives that appear to be much under-exposed. This accounts for many failures during the winter months. On the other hand, warm solutions act as accelerators, causing development to proceed with great rapidity with every appearance of over-exposure; herein we may account for many summer failures.

When you buy trays just inquire if they will stand acid. Some will, some won't. A case came to my notice the other day that may serve as a warning. A lot of trays were offered at a ridiculously low price and a man I know bought some. The stuff they were composed of is unknown to the dealer who sold them, to me and to the man who used an acid bath or two in them, but they were the dearest trays that man ever bought, as his tailor can testify. Goods of merit are worth their price.

To mount a bromide enlargement behind a cut-out mount, damp the back of the picture evenly, paste round the back



slides done by these methods seems to depend very much upon the thoroughness of the wash at each stage of the procedure.

**PHOSPHORESCENT PRINTS.**—The following formula is given for obtaining phosphorescent prints upon paper: Water, 500 cubic centimeters; white gelatine, 125 grammes; glycerine, 1 gramme. The solution is made over a water bath, and while the mixture is well stirred, 350 grammes of phosphorescent sulphide of calcium, mixed with a little sub-nitrate of bismuth, is added. The paper is coated with two layers of the mixture, and after

Carbon transparencies for enlarging are conveniently developed on opal glass. The even lighting of the enlarged negative is rendered much easier by this means.

Blackening mahogany is a thing amateurs who make much of their own apparatus may often want to do. It can be effectively performed by brushing over it a solution of ferrous sulphate, and allowing it to dry, following this up with pyro solution, or, better still, gallic acid. The alternate brushing can be repeated until a deep ebony tint is given to the wood, which may then be either left dull or French polished.

of the opening with a good mountant, put the picture in its place and rub it down well. It should not be dried by artificial means, or the mount will cockle.—A.D.

Druggists wishing to purchase a drug-business should communicate with Dr. W. E. Hammill, 88 Yonge St., Toronto, as he has always from 10 to 20 drug stores for sale and is a short cut to secure what you desire. Information free. See advertisement on another page.

Economy is the art of getting the worth of your money.

# SPECTACLES AND EYE-GLASSES

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

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

By introducing a new way of handling our work we are actually able to return mail orders in less time than ever done before.

We manufacture all our Gold and Filled goods.

We carry all sizes of Lenses and our styles in Frames are complete.

Should you visit here during Exhibition time be sure to call on us.

## J. J. ZOCK & CO.

Manufacturing Opticians and Jewellers.

TORONTO, 32 and 34 Adelaide St. West ONTARIO.



We are now shipping about ten gross per day and hope to have advance orders filled early in November. Other orders will be filled in the order in which they are received.

The new half-pound box is selling very freely. Retails at 15c. Write for sample, price, etc., to

**W. S. McGregor**  
2 Mulock Ave.  
TORONTO

# BEESWAX

CRUDE, REFINED and  
BLEACHED

FOR SALE BY

**W. H. Bowdlear & Co.**

Importers

BOSTON, Mass.

# We Can Save You Money

—ON

## STOCK ORDERS

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

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

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

# Dominion Optical Co.

63 Yonge Street, Toronto

'Phone 2808

TO THE ROYAL FAMILY

To the Principal Courts  
and Governments  
Universities and Hospitals



Medals and Highest Award  
At all Great  
International Exhibitions.

## ROSS, LIMITED

MANUFACTURERS OF CELEBRATED

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

LIBERAL TERMS TO CHEMISTS

111 New Bond Street, London, W.

Estab. 1830. Works: CLAPHAM COMMON. Lists Free.

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

## Patton & Addington

IMPORTERS

AND

MFRS.' AGENTS

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

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

THE

## Canadian College of Optics



Will hold its last class for this year **Com-**  
**mencing on Nov. 6th.**

It is the only school in Canada which turns  
out practical opticians. When you get our  
Diploma you can get the others dead easy.

For further information address

**Dr. W. E. Hamill, M.D.**

OCULIST

88 Yonge St., TORONTO

## Optical Department.

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



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

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

R.E.V.  $\frac{20}{20}$  with + 1.50 =  $\frac{20}{20}$   
L.E.V.  $\frac{20}{20}$  with + 1.50 =  $\frac{20}{20}$

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

I have not had the fortune or misfortune of seeing any issue for over six months of the "House Organ," known to some as the Canadian Optician—but the July and Sept. numbers were given to me by a friend and my attention drawn to various personal attacks therein upon myself—by Mr. E. Culverhouse. He, the stool pigeon of the combined optical companies and "the man behind the gun." I confess I do not know how to reply to Mr. Culverhouse. I do not know whether to pity his ignorance or despise his malice the most. Instead of criticizing my article either fairly or intelligently he dips his pen in gall and makes a personal attack on me—trying at the same time to be funny and slinging an amount of verbose mud, and which could only emanate from such a source, and no respectable journal would have published such stuff. I care nothing about the venom displayed, and am sorry that the man has neither sufficient optical knowledge nor logical exactness to assume to be a critic on an optical or any other question, and the only reason I have noticed his splenic onslaught

is for fear that some druggists may be misled by his ignorant and dangerous assumptions, as I am well aware that some graduate druggist opticians receive the "House Organ," whether they pay for it or not.

Why should they not receive *The Canadian Optician*, when out of 17 pages of advertising 11½ pages are devoted to booming one or other of the combined optical companies, their schools or their own house organ? I am informed that the Dominion Optical Company applied for space to advertise in *The Canadian Optician*, and they were asked a price several times greater than some other advertisers pay—a price at once so great that it was prohibitory.

I wonder if it is not still "published by two wholesale houses," "edited by an ophthalmic college and an optical institute," "itself the property of two jobbing houses," and its columns ready for any vituperation or misrepresentation, so long as "the man behind the gun" and his purchased friends do not get hit. The optical companies are working both the "gun" and "the fellow behind it" for all they are worth, but when opticians really recognize their selfish and sordid tactics the "gun" will prove to be only a squibb, and the "fellow behind" is just as liable to injury as those in front.

W. E. HAMILL.

The next and last class for 1900 at the Canadian College of Optics will commence Nov. 6. This will allow students to return home in ample time for the holiday trade, which you can make much greater by knowing how to fit spectacles. Address W. E. Hammill, M.D., 88 Yonge St.

### A Mammoth Puff Ball.

Mr. R. W. Williams has on exhibition in the window of his drug store at Three Rivers, Que., a puff ball (*Sycoperdon Protinus*) which measures 55 inches in circumference and is 10¾ inches high. Being picked when over-ripe it weighs only 19 ounces. He has also another which was plucked green and which although only about one-half the size of the other weighs over 4 pounds.

## Business Tips.

**A Good LINE**—The Shoe Dressings manufactured by Whittemore Bros. & Co., Boston, Mass. They sell at sight, they pay good profit, they retain the customers.

One of the best selling confections on the market last season was **McGregor's Butter Scotch**. This year the demand is far in advance of supply, but all orders in will be filled in rotation as quickly as possible. The new (15c) size will be very popular.

A splendid article for druggists to handle is **Pratts Poultry Food**. It is being very largely advertised and druggists should be prepared to supply the demand.

For **Photographic Plates, Mounts and Papers**, the amateur or the professional cannot do better than use **Marion's**. They are reliable goods and can be depended upon for uniform excellent results.

A good warm store or office is always an attraction in cold weather. Night and day you can keep your rooms warm at a minimum of cost with **Meyers' Queen Stove**. A perfect heater, will burn any kind of wood. Read the advertisement.

### Liquorice.

Notwithstanding the increasing use of lozenges, pastilles, jubes and confections of many kinds to relieve throat affections, the favorite demulcent of long ago is losing little if any of its prestige, judging, as one must, from the quantities purchased by druggists for fall and winter trade.

Messrs. Elliot & Co. have specialized this line for some years and now carry two exclusive brands with which to meet all demands. The "Vittoria" brand competes with and undersells the cheaper varieties while being at least equal in point of quality. Their special "E" brand extract, though sold at but a slight advance upon the prices of the cheapest goods, compares with the standard of the market, Solazzi. For quantity orders attractive prices are quoted.

**Doctor**—Did you shake well before using? Larry (who has had chills)—Phoy, Dochter, Oi tuk' th' midicine to kape from shakin'.—*Chicago News*.

## COKE DANDRUFF CURE

The only American Hair Preparation admitted  
to the Paris Exposition.

### THE ONLY ABSOLUTE DANDRUFF CURE KNOWN

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

Canadian Depot:  
Lyman Brothers & Co., Limited  
Toronto

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

#### An Excellent Article and a Good Seller.

From now until the spring, druggists will have a greater and more steady demand for a stock and poultry food than for almost any other single line handled. There is no article sold that requires more extreme care in its selection than this does. If a meritorious food is offered the good-will of customers is gained, while custom is lost and ill-will earned quite as readily if an article is offered that will in all probability cause the loss of or injury to valuable animals or poultry. Nothing encourages the respect and good feeling toward a storekeeper so thoroughly as to help a customer when in trouble with sick or unprofitable live stock. In this connection we are glad to call the special attention of druggists throughout the country to the immense success attained by Pratts Food, which we believe to be the only true and tried regulator for poultry and cattle that is sold throughout the civilized world. It is distinctly a high-grade preparation of tried worth, and the large and rapidly-growing trade in Canada is ample evidence that Pratts Foods are meeting with the success in this country that their merit justifies.

1797-1900.

We call the attention of our readers to the advertisement of Messrs. Howards & Sons, the well-known manufacturers of quinine and full lines of chemicals. This firm has been deservedly awarded the Grand Prix at the Paris Exhibition, 1900, and also are the recipients of one gold, one silver and three bronze medals for their exhibits. Chemists who want a guarantee of purity and reliability invariably look for the "Howards" brand, these goods having maintained an enviable reputation for over a century

#### The Todd Remedy Co., Limited.

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

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

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

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

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

THE TODD REMEDY CO., LTD Toronto.

THE DRUGGISTS' EXCHANGE IS CONDUCTED for the convenience and protection of druggists who wish to sell or buy a drug business. A letter with a stamp for reply will give you full particulars of how we have conducted this business for the past five years. Address, W. E. HAMILL, M.D., 88 Yonge Street, Toronto.

AN ACTIVE CANADIAN DRUGGIST OF LARGE city and country experience wishes to invest a small capital as manager or joint manager of a drug business where he could obtain employment and moderate remuneration for his services. CHEMIST, 31 Victoria Avenue, WINDSOR, ONT.

#### SITUATION WANTED

GRADUATE OF ONTARIO AND PHILADELPHIA wishes position as Assistant. Exceptional references. Total abstainer. Eighteen years' experience. Address, F. B. CASARA, care of CANADIAN DRUGGIST, Toronto.

#### FOR SALE

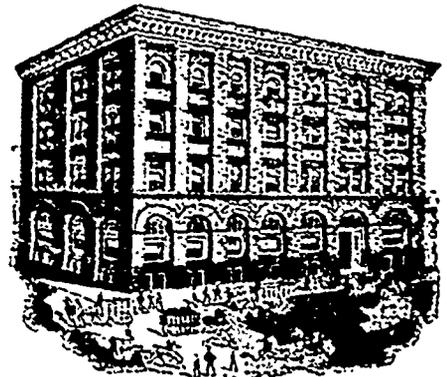
GOOD paying drug business in one of the best towns in Ontario, excellent stand, well established, good prescription trade, no cutting. First-class opportunity for a young man with some capital. Full particulars as to stock, price, amount of sale, etc., on application to W. E. HAMILL, M.D., 88 Yonge Street, Toronto.

## Advertise in East Africa

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

EASTERN ADVERTISING AGENCY,  
MOMBASA, EAST AFRICA.

Excellent Field for Sale of  
Patent Medicines.



## The Bole Drug Co.,

WHOLESALE DRUGGISTS,  
WINNIPEG, MANITOBA.

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

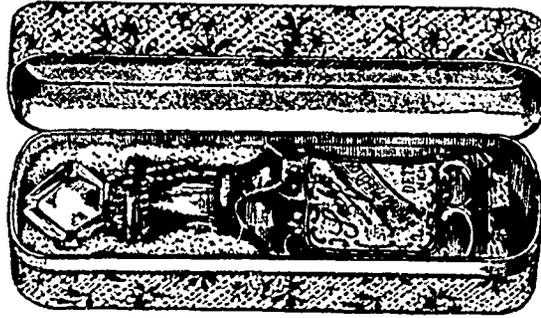
# SEELY'S HOLIDAY PERFUMES

Unrivalled for 39 Years

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

### WITHOUT A PEER

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



If for any reason our representatives fail to see you, send for our new illustrated catalogue and mail us your order for Christmas Perfumes. It will be appreciated and have our careful and prompt attention.

## SEELY, the American Perfumer

DETROIT, MICH., U.S.A.

WINDSOR, ONT

### CANADIAN DRUGGIST PRICES CURRENT

Corrected to October 8th, 1900.

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

ALCOHOL, gal.....	\$4 75	\$5 00	Powdered, lb.....	\$ 30	\$ 35	Kino, true, lb.....	\$ 2 50	\$3 00
Methyl.....	1 90	2 00	CARBON, Bisulphide, lb.....	17	18	Myrrh, lb.....	45	46
ALLSPICE, lb.....	13	15	CARMINE, No. 40, oz.....	30	40	Powdered, lb.....	55	60
Powdered, lb.....	15	17	CASTOR, Fibre, lb.....	20 00	20 00	Opium, lb.....	4 50	4 75
ALON, oz.....	40	45	CHALK, French, powdered, lb....	10	12	Powdered, lb.....	5 75	6 00
ANODYNE, Hoffman's bot., lbs...	50	55	Precip., see Calcium, lb.....	10	12	Scammony, pure Resin, lb.....	12 50	13 00
ARROWROOT, Bermuda, lb.....	40	45	Prepared, lb.....	5		Shellac, lb.....	35	40
St. Vincent, lb.....	20	25	CHARCOAL, Animal, powd., lb...	4	5	Bleached, lb.....	40	45
BALSAM, Fir, lb.....	45	50	Willow, powdered, lb.....	20	25	Spruce, true, lb.....	30	59
Copaiba, lb.....	70	85	CLOVE, lb.....	17	20	Tragacanth, flake, 1st, lb.....	85	03
Peru, lb.....	3 25	3 50	Powdered, lb.....	18	22	Powdered, lb.....	1 10	1 25
Tolu, can or less, lb.....	70	75	COCHINEAL, S.G., lb.....	.40	.45	Sorts, lb.....	55	70
BARK, Barberry, lb.....	22	25	COLLODION, lb.....	75	80	Thus, lb.....	8	10
Bayberry, lb.....	15	18	Cantharidal, lb.....	2 50	2 75	HERB, Althea, lb.....	27	35
Ruckthorn, lb.....	15	17	CONFECTION, Senna, lb.....	40	45	Bitterwort, lb.....	36	40
Canela, lb.....	15	17	CROSOTE, Wood, lb.....	1 30	2 50	Burdock, lb.....	16	18
Cascara Sagrada.....	25	30	CRENASOL (JEYES) 4-oz. bottles, per doz.	4 50	4 50	Boneset, oz., lb.....	15	17
Casarilla, select, lb.....	18	20	" " 12-oz. bottles, per doz.	10 80	10 80	Catnip, oz., lb.....	17	20
Cassia, in mats, lb.....	25	28	CUTTLEFISH BONE, lb.....	35	40	Chiretta, lb.....	25	30
Cinchona, red, lb.....	60	65	DEXTRINE, lb.....	10	12	Coltsfoot, lb.....	20	38
Powdered, lb.....	65	70	DOVER'S POWDER, lb.....	1 50	1 60	Feverfew, oz. lb.....	53	55
Yellow, lb.....	35	40	ERGOT, Spanish, lb.....	80	85	Grindelia robust a, lb.....	45	50
Pale, lb.....	40	45	Powdered, lb.....	1 10	1 20	Horehound, oz., lb.....	18	20
Elm, selected, lb.....	18	20	Ergotin, Keith's, oz.....	2 00	2 10	Jaborandi, lb.....	45	50
Ground, lb.....	17	20	EXTRACT LOGWOOD, bulk, lb....	13	14	Lemon Balm, lb.....	36	40
Powdered, lb.....	20	28	Pounds, lb.....	14	17	Liverwort, German, lb.....	38	40
Hemlock, crushed, lb.....	18	20	FLOWERS, Arnica, lb.....	15	20	Lobelia, oz., lb.....	15	20
Oak, white, crushed lb.....	15	17	Calendula, lb.....	55	60	Motherwort, oz., lb.....	20	20
Orange peel, bitter, lb.....	15	16	Camomile, Roman, lb.....	30	35	Mullein, German, lb.....	17	20
Prickly ash, lb.....	35	40	German, lb.....	40	45	Pennyroyal, oz., lb.....	18	22
Sassafras, lb.....	15	16	Elder, lb.....	20	22	Peppermint, oz., lb.....	21	20
Soap (quillaya), lb.....	13	15	Lavender, lb.....	12	15	Rue, oz., lb.....	30	30
Wild cherry, lb.....	13	15	Rose, red, French, lb.....	1 60	2 00	Sage, oz., lb.....	18	22
BEANS, Calabar, lb.....	45	50	Rosemary, lb.....	25	30	Spearmint, lb.....	21	25
Tonka, lb.....	1 20	1 75	Saffron, American, lb.....	65	70	Thyme, oz., lb.....	18	20
Vanilla, lb.....	8 00	15 00	Spanish, Val'a, oz.....	1 00	1 25	Tansy, oz., lb.....	15	15
BERRIES, Cubeb, sifted, lb.....	25	30	GELATINE, Cooper's, lb.....	75	80	Wormwood, oz.....	20	25
powdered, lb.....	30	35	French, white, lb.....	35	40	Verba Santa, lb.....	38	48
Juniper, lb.....	7	10	GLYCERINE, lb.....	20	25	HONEY, lb.....	13	12
Ground, lb.....	12	14	GUARANA.....	1 00	1 10	HOPS, fresh, lb.....	20	24
Prickly ash, lb.....	40	45	Powdered, lb.....	1 25	1 35	INDIGO, Madras, lb.....	75	85
BUDS, Balm of Gilead, lb.....	55	60	GUM ALOES, Cape, lb.....	18	20	INSECT POWDER, lb.....	35	35
Cassia, lb.....	25	30	Barbadoes, lb.....	30	50	ISINGLASS, Brazil, lb.....	2 00	2 10
BUTTER, Cacao, lb.....	70	75	Socotrine, lb.....	65	70	Russian, true, lb.....	6 00	6 58
CAMPHOR, lb.....	95	1 00	Asafetida, lb.....	45	50	LEAF, Aconite, lb.....	25	30
CANTHARIDES, Russian, lb.....	1 40	1 50	Arabic, 1st, lb.....	70	75	Bay, lb.....	18	20
Powdered, lb.....	1 50	1 60	Powdered, lb.....	80	95	Belladonna, lb.....	25	43
CAPSICUM, lb.....	25	30	Sifted sorts, lb.....	45	50	Buchu, long, lb.....	50	45
			Sorts, lb.....	30	35	Short, lb.....	35	00
			Benzoin, lb.....	50	1 00	Coca, lb.....	55	60
			Catechu, Black, lb.....	9	20	Digitalis, lb.....	15	70
			Gamboge, powdered, lb.....	1 20	1 25	Eucalyptus, lb.....	18	20
			Guaiac, lb.....	50	1 00	Hycoscyamus.....	20	25
			Powdered, lb.....	90	00	Matico, lb.....	70	75

Senna, Alexandria, lb.....	\$ 30	\$ 35	Rhatany, lb .....	\$ 20	\$ 35	ANTINERVIN, oz.....	\$ 85	\$ 91 00
Tinnevely, lb.....	20	30	Rhubarb, lb.....	75	2 50	ANTI-KAMNIA.....	1 35	1 40
Stramonium, lb.....	20	25	Sarsaparilla, Hond, lb.....	45	55	ANTI-PYRIN, oz.....	0 55	0 65
Uva Ursi, lb.....	15	18	Cut, lb.....	50	65	ARISTOL, oz.....	1 85	2 00
LRECHES, Swedish, loz .....	1 00	1 10	Senega, lb.....	55	15	ARSENIC, Donovan's sol., lb.....	25	30
LICORICE, Solazzi .....	48	50	Squill, lb.....	13	25	Fowler's sol., lb.....	10	13
Pignatelli.....	35	40	Stillingia, lb.....	22	27	Iodide, oz.....	50	55
Grasso.....	30	35	Powdered, lb.....	25	40	White, lb.....	6	7
Y & S—Sticks, 6 to 1 lb., per lb.	27	30	Unicorn, lb.....	38	25	ATROPINE, Sulp. in ½ ozs. 8oc.,		
“ Purity, 100 sticks in box	75	75	Valerian, English, lb. true.....	20	45	oz .....	6 00	6 25
“ Purity, 200 sticks in box	1 50	1 50	Virginia, Snake, lb .....	40	18	BISMUTH, Ammonia-citrate, oz..	40	45
“ Acme Pellets, 5 lb. tins	2 00	2 00	Yellow Dock, lb.....	15	75	Iodide, oz.....	55	60
“ Lozenges, 5 lb. tins... ..	2 00	2 00	RUM, Bay, gal.....	2 50	2 25	Salicylate, oz.....	25	30
“ Tar, Licorice, and Tolu,			Essence, lb.....	3 00	3 50	Subcarbonate, lb.....	3 75	4 00
5 lb. tins.....	2 00	2 00	SACCHARIN, oz.....	60	65	Subnitrate, lb.....	3 25	3 30
LUPULIN, oz.....	30	35	SRED, Anise, Italian, sifted, lb..	13	40	BORAX, lb.....	7	8
LYCOPODIUM, lb .....	70	80	Star, lb.....	35	35	Powdered, lb.....	8	9
MACE, lb .....	1 20	1 25	Burdock, lb.....	30	30	BROMINE, oz.....	8	13
MANNA, lb.....	1 85	1 90	Canary, bag or less, lb.....	6	7	CADMIUM, Bromide, oz.....	20	25
Moss, Iceland, lb.....	9	10	Caraway, lb.....	10	13	Iodide, oz.....	45	50
Irish, lb.....	12	13	Cardamom, lb .....	1 15	1 25	CAFFEINE, oz.....	55	60
MUSK, Tonquin, oz. ....	46 00	50 00	Celery.....	25	30	Citrate, oz.....	35	40
NUTGALLS, lb.....	21	25	Colchicum.....	50	60	CALCIUM, Hypophosphite lb....	1 65	1 70
Powdered, lb.....	25	30	Coriander, lb.....	10	12	Iodide, oz.....	95	1 00
NUTMEGS, lb.....	1 00	1 00	Cumin, lb.....	15	20	Phosphate, precip., lb.....	35	38
NUX VOMICA, lb.....	10	12	Fennel, lb.....	15	17	Sulphide, oz.....	5	6
Powdered.....	20	25	Fenugreek, powdered, lb. ....	7	9	CERIUM, Oxalate, oz.....	10	12
OAKUM, lb.....	12	15	Flax, cleaned, lb.....	4	4½	CHIRODINE, oz.....	15	10
OINTMENT, Merc. lb. ½ and ½	70	75	Ground, lb.....	4½	5½	CHLORAL, Hydrate, lb.....	1 25	1 38
Citric, lb.....	45	50	Hemp, lb.....	5	6	Croton, oz.....	75	80
PARALDEHYDE, oz.....	20	22	Mustard, white, lb.....	11	12	CHLOROFORM, lb.....	60	2 00
PEPPER, black, lb.....	16	18	Powdered, lb .....	15	20	CINCHONINE, sulphate, oz.....	25	30
Powdered, lb.....	18	20	Pumpkin.....	25	30	CINCHONIDINE, Sulp., oz.....	28	30
PITCH, black, lb.....	3	4	Quince, lb.....	65	70	COCAINE, Mur., oz.....	7 50	8 50
Bergundy, true, lb.....	10	12	Rape, lb.....	5	6	CODEIA, ½ oz.....	75	80
PLASTER, Calcined, bbl. cash....	2 25	3 25	Strophanthus, oz.....	5	55	COLLODION, lb.....	65	70
Adhesive, yd.....	12	13	Worm, lb.....	22	25	COPPER, Sulph., (Blue Vitriol) lb.	8	10
Belladonna, lb.....	65	70	SRIDLITZ MIXTURE, lb.....	25	30	Iodide, oz.....	65	70
Galbanum Comp., lb.....	80	85	SOAP, Castile, Mottled, pure, lb..	10	12	COPPERAS, lb.....	1	3
Lead, lb.....	25	30	White, Conti's, lb.....	15	16	DIURETIC, oz.....	1 60	1 65
POPPY HEADS, per 100.....	1 00	1 10	Powdered, lb.....	25	40	ETHER, Acetic, lb.....	75	80
ROSBY, Common, lb.....	2½	3	Green (Sapo Viridis), lb.....	25	40	Sulphur, lb.....	40	50
White, lb.....	3½	4	SPERMACETI, lb.....	60	65	EXALGINE oz.....	1 00	1 10
RESORCIN white, oz.....	25	30	TURPENTINE, Chian, oz.....	75	80	HYOSCAMINE, Sulp., crystals, gr.	25	30
ROCHELLE SALT, lb.....	25	28	Venice, lb.....	10	12	IODINE, lb.....	4 50	5 00
ROOT, Aconite, lb.....	22	25	WAX, White, lb.....	50	75	IODOPORM, lb.....	5 50	6 00
Althea, cut, lb.....	30	35	Yellow.....	40	45	IODOL, oz.....	1 40	1 50
Belladonna, lb.....	25	30	WOOD, Guaiac, rasped.....	5	6	IRON, by Hydrogen.....	80	85
Blood, lb.....	18	25	Quassia chips, lb.....	10	12	Carbonate, Precip., lb.....	15	16
Bitter, lb.....	27	30	Red Saunders, ground, lb.....	5	6	Sacch., lb.....	30	35
Blackberry, lb.....	15	18	Santal, ground, lb.....		6	Chloride, lb.....	45	55
Burdock, crushed, lb.....	18	20				Sol., lb.....	13	16
Calamus, sliced, white, lb.....	20	25	CHEMICALS.			Citrate, U.S.P., lb.....	90	1 00
Canada Snake, lb.....	30	35	ACID, Acetic, lb.....		13	And Ammon., lb.....	70	75
Cohosh, black, lb.....	15	20	Glacial, lb.....	45	50	And Quinine, lb.....	1 65	3 50
Colchicum, lb.....	40	45	Benzoic, English, oz.....	30	35	Quin. and Stry., oz.....	25	35
Columbo, lb.....	20	22	German, oz.....	11	13	And Strychnine, oz.....	13	15
Powdered, lb.....	25	30	Boracic, lb.....	12	13	Dialyzed, Solution, lb.....	50	50
Coltsfoot, lb.....	38	40	Carbolic Crystals, lb.....	40	45	Ferrocyanide, lb.....	55	60
Comfrey, crushed, lb.....	20	28	Calvert's No. 1, lb.....	2 15	2 20	Hypophosphites, oz.....	25	35
Curcuma, powdered, lb.....	15	15	No. 2, lb.....	1 40	1 45	Iodide, oz.....	40	45
Dandelion, lb.....	20	20	Citric.....	60	65	Syrup, lb.....	40	45
Elecampane, lb.....	15	15	Gallic.....	12	13	Lactate, oz.....	5	6
Galangal, lb.....	15	15	Hydrobromic, diluted, lb.....	30	35	Pernitrate, solution, lb.....	15	16
Gelsemium, lb.....	22	23	Hydrocyanic, diluted, oz. bottles			Phosphate scales, lb.....	1 25	1 30
Gentian or Genitan, lb.....	12	15	doz.....	1 50	1 60	Sulphate, pure, lb.....	7	9
Ground, lb.....	13	24	Lactic, concentrated, oz.....	8	10	Exsiccated, lb.....	8	10
Powdered, lb.....	13	15	Muriatic, lb .....	3	5	And Potass. Tartrate, lb....	80	85
Ginger, African, lb.....	18	10	Chem. pure, lb.....	18	20	And Ammon Tartrate, lb....	80	85
Po., lb.....	20	22	Nitric, lb.....	10½	13	JEYES' FLUID, 5c. bottles, per doz....	2 28	
Jamaica, blehd., lb.....	30	35	Chem. pure, lb.....	25	30	“ 50c. bottles, per doz.....	4 50	
Po., lb.....	35	38	Oleic, purified, lb.....	75	80	LEAD, Acetate, white, lb.....	13	15
Ginseng, lb.....	6 50	7 00	Oxalic, lb.....	12	13	Carbonate, lb.....	7	8
Golden Seal, lb.....	1 00	1 20	Phosphoric, glacial, lb.....	1 00	1 10	Iodide, oz.....	35	40
Gold Thread, lb.....	90	1 15	Dilute, lb.....	13	17	Red, lb.....	7	9
Helebore, white, powd., lb....	5	98	Pyrogallic, oz.....	35	40	LIME, Chlorinated, bulk, lb.....	5	6
Indian Hemp.....	18	1g	Salicylic, white, lb.....	80	85	In packages, lb.....	7	8
Ipecac., lb.....	5 00	5 20	Sulphuric, carboy, lb.....	2½	2½	LITHIUM, Bromide, oz.....	30	35
Powdered.....	5 25	5 55	Bottles, lb.....	4	5	Carbonate, oz.....	30	35
Jalap, lb.....	40	50	Chem. pure, lb.....	18	20	Citrate, oz.....	25	30
Powdered.....	45	50	Tannic, lb.....	1 10	1 15	Iodide, oz.....	50	55
Kava Kava, lb.....	40	90	Tartaric, powdered, lb.....	38	40	Salicylate, oz.....	35	40
Licorice, lb.....	12	15	ACETANILID, lb.....	60	65	MAGNESIUM, Calc., lb.....	55	60
Powdered.....	13	50	ACONITINE, grain.....	4	5	Carbonate, lb.....	18	20
Mandrake, lb.....	13	15	ALUM, cryst., lb.....	1½	3	Citrate, gran., lb.....	35	40
Masterwort, lb.....	16	18	Powdered, lb.....	3	4	Sulph. (Epsom salt), lb.....	12	3
Orris, Florentine, lb .....	30	40	AMMONIA, Liqueur, lb., .850....	10	12	MANGANESE, Black Oxide, lb....		50
Powdered, lb.....	40	35	AMMONIUM, Bromide, lb.....	1 05	1 10	MENTHOL, oz.....	35	40
Pareira Brava, true, lb.....	40	45	Carbonate, lb.....	15	16	MERCURY, lb.....	90	1 00
Pink, lb.....	40	45	Iodide, oz.....	35	40	Ammon (White Precip.)....	1 30	1 35
Parsley, lb.....	30	45	trate crystals, lb.....	40	45	Chloride, Corrosive, lb.....	1 05	1 15
Pleursey, lb.....	20	35	Muriate, lb.....	12	16	Calomel, lb.....	1 20	1 30
Poke, lb.....	15	25	Valerianate oz.....	55	60	With Chalk lb.....	1 50	1 85
Queen of the Meadow.....	18	18	AMYL, Nitrile, oz.....	16	50			

# ..BUYERS' DIRECTORY..

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

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Standard Chemical Co.

Iodide, oz.....	\$ 35	\$ 40	Carbonate, lb.....	3	6	Geranium, oz.....	\$1 75	\$1 85	
Bin., oz.....	25	30	Hypophosphite, oz.....	12	15	Rose, lb.....	3 20	3 50	
Oxide, Red, lb.....	1 30	1 35	Hyposulphite, lb.....	3	6	Juniper berries (English), lb...	4 50	5 50	
Pill (Blue Mass), lb.....	70	75	Iodide, oz.....	\$ 40	\$ 40	Wood, lb.....	70	75	
MILK SUGAR, powdered, lb....	30	35	Salicylate, lb.....	1 00	1 10	Lavender, Chiris. Fleur, lb...	3 00	3 50	
MORPHINE, Acetate, oz.....	2 00	2 10	Sulphate, lb.....	2	5	Garden, lb.....	75	1 50	
Muriate, oz.....	2 00	2 10	Sulphite, lb.....	8	10	Lemon, lb.....	1 50	1 60	
Sulphate, oz.....	2 10	2 15	SOMNAL, oz.....	85	00	Lemongrass, lb.....	1 50	1 00	
NEPENTHE, In 1 lb. bottles, lb..	3 00	3 00	SPIRIT NITRE, lb.....	38	68	Mustard, Essential, oz.....	60	60	
In 1/2 lb. bottles, per lb.....	3 10	3 10	STRONTIUM, Nitrate, lb.....	18	20	Neroli, oz.....	4 25	4 60	
" 1/4 " " " " " " " " " " " "	3 20	3 20	STRYCHNINE, crystals, oz.....	80	85	Orange, lb.....	2 75	3 75	
" 1/8 " " " " " " " " " " " "	3 60	3 60	SULFONAL, oz.....	55	60	Sweet, lb.....	2 75	3 00	
(Glycerole of) per oz.....	1 60	1 60	SULPHUR, Flowers of, lb.....	2 1/2	4	Origanum, lb.....	65	50	
PEPSIN, Saccharated, oz.....	35	40	Pure precipitated, lb.....	13	20	Patchouli, oz.....	80	50	
PHENACETINE, oz.....	30	35	TARTAR EMETIC, lb.....	50	55	Pennyroyal, lb.....	2 50	2 75	
PIPOCARBINE, Muriate, grain...	12	13	THYMOL (Thymic acid), oz.....	55	60	Peppermint, lb.....	1 75	1 90	
PHOSPHORUS, lb.....	90	1 10	VERATRINE, oz.....	2 00	2 10	Pimento, lb.....	2 60	2 05	
POTASSA, Caustic, white, lb....	60	65	ZINC, Acetate, lb.....	70	75	Rhodium, oz.....	80	85	
POTASSIUM, Acetate, lb.....	35	40	Carbonate lb.....	25	30	Rose, oz.....	7 50	11 30	
Bicarbonate, lb.....	15	17	Chloride, granular, oz.....	13	15	Rosemary, lb.....	70	50	
Bichromate, lb.....	12	13	Iodide, oz.....	60	65	Rue, oz.....	25	50	
Bitrat (Cream Tart.), lb.....	25	28	Oxide, lb.....	13	60	Sandalwood, lb.....	5 50	7 70	
Bromide, lb.....	75	80	Sulphate, lb.....	9	11	Sassafras, lb.....	75	80	
Carbonate, lb.....	12	13	ESSENTIAL OILS.				Savin, lb.....	1 60	1 50
Chlorate, Eng., lb.....	18	20	Oil, Almond, bitter, oz.....	75	80	Spearmint, lb.....	3 75	4 79	
Powdered, lb.....	20	22	Sweet, lb.....	40	50	Spruce, lb.....	65	00	
Citrate, lb.....	70	25	Amber, crude, lb.....	40	45	Tansy, lb.....	4 25	4 85	
Cyanide, lb.....	40	50	Rec'd, lb.....	60	65	Thyme, white, lb.....	1 80	1 87	
Hypophosphites, oz.....	12	15	Anise, lb.....	2 75	3 00	Wintergreen, lb.....	2 75	3 30	
Iodide, lb.....	3 50	3 75	Bay, oz.....	50	60	Wormseed, lb.....	3 50	3 75	
Nitrate, gran, lb.....	8	10	Bergamot, lb.....	3 50	3 75	Wormwood, lb.....	8 25	8 50	
Permanganate, lb.....	40	45	Cade, lb.....	90	1 00	FIXED OILS.			
Prussiate, Red, lb.....	50	55	Cajuput, lb.....	1 60	1 70	CASTOR, lb.....	12	14	
Yellow, lb.....	32	35	Caraway, lb.....	2 75	3 00	COD LIVER, N.F., gal.....	1 20	1 25	
And Sod. Tartrate, lb.....	25	30	Cassia, lb.....	2 00	2 25	Norwegian, gal.....	1 50	1 60	
Sulphuret, lb.....	25	30	Cedar.....	55	85	COTTONSEED, gal.....	1 10	1 20	
PROPHYLAMINE, oz.....	35	46	Cinnamon, Ceylon, oz.....	2 75	3 00	LARD, gal.....	90	1 00	
QUININE, Sulph, bulk.....	50	55	Citronella, lb.....	80	85	LINSEED, boiled, gal.....	90	95	
Ozs., oz.....	55	60	Clove, lb.....	1 20	1 30	Raw, gal.....	85	95	
QUINIDINE, Sulphate, ozs., oz...	16	20	Copaiba, lb.....	1 75	2 00	NEATSFOOT, gal.....	1 20	1 30	
SALICIN, lb.....	\$ 00	\$ 50	Croton, lb.....	1 75	2 00	OLIVE, gal.....	1 30	1 30	
SANTONIN, oz.....	28	30	Cubeb, lb.....	2 50	3 00	Salad, gal.....	2 50	2 60	
SILVER, Nitrate, cryst, oz.....	80	85	Cumin, lb.....	5 50	6 00	PALM, lb.....	12	15	
SODIUM, Acetate, lb.....	30	35	Erigeron, oz.....	20	25	SPEARM, gal.....	1 50	1 60	
Bicarbonate, kgs., lb.....	2 50	2 75	Eucalyptus, lb.....	1 50	1 75	TURPENTINE, gal.....	80	1 05	
Bromide, lb.....	85	90							

## Drug Report.

Toronto, Oct. 12.

Fall business is opening up well. Cocaine is \$2 an ounce higher and from all reports the advance is likely to be maintained. Glycerine is higher and is considered a good investment even at the advance. Quinine is also higher and those posted say it will reach high water mark this winter. Borax, caustic soda, salepsom, copperas, japonica, are all higher. The tendency all along the line indicates a stiffening of values. While the majority object to paying higher prices, all should remember it indicates better times.

### English Market Report.

Markets are rather dull just now, with a firm undertone, most of the heavy chemicals showing small advances. Cocaine has had a jump upward, which is likely to be sustained, as the crude material is dearer. Quinine is firm at slightly advanced rates and bismuth is in a good position since the rise of nearly 25 per cent. Iodine and iodides

generally are the weakest spot, the slight reduction sanctioned by the convention being generally held as insufficient to keep out Japanese and other competitors. Linseed, cotton-seed and castor oil are dearer, whilst turpentine has advanced again. Menthol is dearer and sautorine has had a further small advance. Glycerine is dearer and camphor is moving gradually upward. The firm position of quicksilver suggests an advance before long in mercurials as the market is cleared of second-hand supplies.

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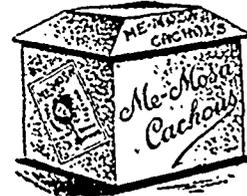
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