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Vol. VIII

TORONTO, CANADA, NOVEMBER, 1896.

No. 11.

**PHOENIX SURGICAL
INSTRUMENT MANUFACTORY**

POWELL & BARSTOW

Late W. Hurlstone & Co. Established 1830.

Makers on the premises of

**SURGICAL INSTRUMENTS
ELASTIC STOCKINGS
TRUSSES
SURGICAL APPLIANCES**

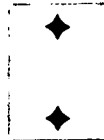
Druggists' Sundrymen, etc.

Braided Speaking Tubing
Gas Tubing, Etc.

Samples, Price Lists, and Quotations on application.

58 Blackfriars Road, LONDON, S.E., ENG.

**Playing
Cards**



The season for selling these goods is approaching, and dealers should be prepared for it. We are having in stock a large assortment of all the good things. Besides the regular playing cards we have a full line of the

FINE CARD GAMES

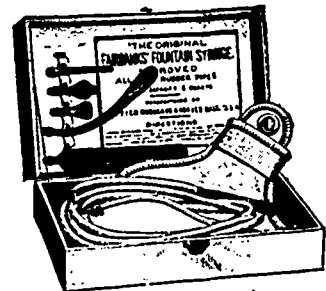
of the **Fireside Game Co.,
Cincinnati, Ohio.**

Send for price list.

Buntin, Gillies & Co.
WHOLESALE STATIONERS
Hamilton, Ont.

The word "TYRIAN" on Rubber Goods is a guarantee of their quality.

**THE ORIGINAL
Fairbanks' Fountain Syringe**



FOR SALE BY ALL DRUGGISTS

SIX HARD RUBBER TUBES

Under our trade mark "TYRIAN" we manufacture a full line of Druggists' rubber goods. Write for catalogue.

TYRE RUBBER CO., Andover, Mass., U.S.A.

1896.

1897.

Holiday Season

AS a result of the recent elections in the United States, we look for a decided revival of trade there, which should be followed by improvement in Canada, and by advances in the present low prices of nearly all our staple goods. These prices are still in buyer's favor, and it is a good time to buy supplies for Winter, and even Spring, requirements.

Shipments of Sundries are still arriving, and our stock is now very complete.

We should be glad to see our customers at our warehouse and showrooms, where we have many bargains in job lots which can only be shown there.

Our travelling representatives will this month show full lines suitable for Christmas and Holiday trade. Wait for them!

J. WINER & CO., = Hamilton.

Look up your stocks of
FREEZABLE GOODS
and lay in your supplies while
the weather will permit.

- Acid, Hydrocyanic
- " Phosp. dil.
- Balm, Hagan's Magnolia
- Beautifier, Persian
- Bloom, Laird's
- " Peach
- Bromo-Chloratum
- Compound, Pinkham's
- Cream, Gourand's Oriental
- " Hind's Honey and Almond
- Cure, Warner's Safe
- Extract, Pond's
- " Malt, Wyeth's
- Fluid, Condy's
- " Jeyes' Sanit.
- " Magnesia
- Hair Dyes and Washes
- Harlene, Edward's
- Hydrogen, Peroxide
- Indelible Inks
- Injection, Brom.
- " Big "G"
- Lime Juice
- Microbe Killer
- Phosphates, Horsford's
- Water, Eye
- " Mineral, Apenta
- " " Fredrickshall
- " " Hunyadi
- " " Vichy
- " Perfumed, Cherry Laurel
- " " Elder Flower
- " " Orange
- " " Rose

The **London Drug Co.**, LONDON,
ONT.

EVANS & SONS

(LIMITED)

43 and 45 St. Jean Baptiste St.,
MONTREAL.

23 Front Street West,
TORONTO.

BRANCHES IN . . .

Boston, Mass. - Victoria, B.C.

Wholesale Druggists

. . . AND . . .

MANUFACTURING

PHARMACEUTICAL CHEMISTS

Druggists' Sundries,

Proprietary Articles,

Etc., etc.

The Largest Importers and Ex-
porters of Drugs in the Dominion.

EVANS SONS & CO., EVANS, LESCHER & WEBB,
Liverpool, Eng. London, Eng.



NEW STYLE OF PACKING
-- **HONEYCOMB SPONGES** --

LYMAN, KNOX & CO., TORONTO and
MONTREAL

HEADQUARTERS FOR . . .

- Empty Capsules
- Creta Precip. "G.W.N."
- Graesser's Carbolic Acid
- T. & H. Smith & Co.'s Morphine and Salts
- Acetic Acid, Glacial 80°
- White Glycerine D.D. 1260°
- Castor Oil, Pharmaceutical quality
- Finest Norwegian Cod Liver Oil

In stock and to arrive.

BELLHOUSE, DILLON & CO.,
30 ST. FRANCIS XAVIER STREET,
MONTREAL.



**ONTARIO
OPTICAL
INSTITUTE**

Will henceforth only be conducted for advanced courses
in Optics and for private students desiring to proceed
into advanced work.

Practical work on private patients in my private
offices will be a special feature of this course; and each
class will be limited to three students, so that abundant
time may be devoted to each. Fee \$50.00 in advance.

W. E. HAMILL, M.D.,

Rooms 11 and 11½, Janes' Building,
King and Yonge Sts., TORONTO

PRINCIPAL

..... "All work and no play makes jack a dull boy," so

**DRUGGISTS
BEWARE!**



.....While we are quite ready to admit that.....

YOUR TIME IS SHORT

for pleasure and recreation, yet if you are wise—and
we know you are—you can increase it, and with profit;
and if you will only spare us a few moments we will
show you how a Camera will do all this!

Fred. A. Mulholland & Co.

ALL THE BEST MAKES
IN STOCK.

159 Bay Street, Toronto.

Canadian Druggist

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

VOL. VIII.

TORONTO, NOVEMBER, 1896.

No. 11

"APENTA" THE BEST NATURAL APERIENT WATER.

Bottled at the **UJ HUNYADI**
SPRINGS, Buda Pest, Hungary.

*Under the absolute control of the Royal
Hungarian Chemical Institute (Ministry of
Agriculture), Buda Pest.*

"APENTA" THE BEST NATURAL APERIENT WATER.

"We know of no stronger or more
favourably-constituted Natural Aperient
Water than that yielded by the Uj Hunyadi
Springs."

L. Liebermann

*Royal Councillor, M.D., Professor of Chemistry,
and Director of the Royal Hungarian State
Chemical Institute (Ministry of Agriculture),
Buda Pest.*

"APENTA" THE BEST NATURAL APERIENT WATER.

By instructions from the Apollinaris Company,
Limited, now offered to the Trade at

\$5.50 per case of 25 large glass bottles.
\$8.00 " 50 small " "
\$8.00 " 100 glass quarter "

SHOULD THE PRICE OF

"APENTA"

be reduced, we guarantee to allow such reduction
to our Buyers on their unsold stock, and as as
possible, to secure a corresponding reduction to
Retailers upon their unsold stock.

SOLE EXPORTERS:

THE APOLLINARIS COMPANY, Ltd.,
LONDON.

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

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,

11½ RICHMOND ST. WEST,
TORONTO, ONT.

EUROPEAN AGENCIES:

London, England: 145 Fleet Street, E.C.

Paris, France: 38 Rue de la Grange Bateliere.

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A Questionable Policy.

Only a short time ago, a city druggist,
in the course of conversation, said: "The
physicians do not treat us fairly; we keep
everything they want, we are always here
to wait on them, and they know our capa-
bility for dispensing, but they do not send
us the prescriptions that they should."

This is the complaint of a large num-
ber of retail druggists, and there is a good
deal of foundation for it. However, there
is generally some reason attributed for the
want of harmony or business relationship
which exists between the doctor and drug-
gist, and we think the blame can justly,
in many cases at least, be placed on the
druggist.

It must be acknowledged that it is to
the interest of the retail druggist that he
should secure the good will at least, if
he cannot always the patronage, of as
many physicians as possible who could in
any way influence business on his be-
half; yet how frequently do we see the
druggist acting directly in opposition
to the interest of the physician.

A case in point might be men-
tioned. Munyon's Homœopathic Reme-
dies have been introduced into Canada
with a conspicuous display of advertising
in the daily press, and agencies have been
opened in Toronto and Montreal where
the "Doctor" prescribes these remedies for
individual patients. Having created a
demand for these goods, they proceeded
to stock up the retail drug trade with
them, and, not content with selling them
an assortment, they ask them to display
a large sign over their door or windows
proclaiming to the public that they are
agents for Munyon's Homœopathic Re-
medies. Has the druggist reflected that,
by allowing his store to be made conspi-
cuous as a depot for these goods, he is
antagonizing a class who are worth more
to him than any patent medicine dealer,
who may be here to-day and away to-
morrow? Does it occur to him that he
is allowing himself to be made a "sand-

wich-man," only for the benefit of a patent medicine manufacturer. Does he consider the sale of a few dozen of these remedies a sufficient off-set to the loss he may sustain by the estrangement of a physician who, quite naturally, does not want these brought so prominently before his patients?

We believe that if the druggist will reflect a little on these questions he will see how foolish it is for him to do anything which will destroy the confidence and business relationship which should exist between the physician and himself.

There is no objection whatever to keeping these, or any similar remedies, in stock. They are legitimate goods, and have for the present at least a demand which the druggist should be prepared to supply, but we do think it a very short-sighted policy to allow any drug store to be made the advertising medium of any concern, especially when it must inevitably be the means of lessening the prescription trade and any other indirect business which may come from the physician. The public can buy all the Munyon's Remedies they want at their retail depots, and they are advertised by the departmental stores at cut prices. Why, then, act as an advertising agent for them to your own hurt? Would it not be wiser to treat them as all others, to be sold when asked for, but not pushed offensively forward?

The Progressive Druggist.

How many druggists engaged in business devote a portion of their time to the study of pharmacy? Very few; in fact, we believe it is one of the tendencies of the times to abandon study just as soon as the college course is completed and the necessary "parchment" is obtained to entitle its holder to the designation of "chemist and druggist." There can be no greater mistake than this. Possibly no one branch of science is making more rapid strides than those of pharmacy and chemistry, and what we learn to-day has to be supplemented to-morrow by the results of research in these branches. The "progressive" pharmacist must thus be a man who is continually posted on whatever is transpiring in the pharmaceutical world, and to neglect this study or to overlook the results of the work of eminent men in these branches leaves the pharmacist in ignorance of what is most desirable for him to know. The pharmacist should be the helpmeet for

the physician, he should be able to place before him whatever is new and reliable, and to show himself so thoroughly acquainted with what is constantly happening in pharmacy as to gain and hold the confidence of the medical man.

Also with the general public. It does not take long for a discerning public to find out what kind of a man they are dealing with, and whether he is a master of his profession and thoroughly to be relied upon.

The numbers of technical books appearing from time to time furnish the material for a good deal of study and research, but it is mainly from the columns of the various pharmaceutical publications that the everyday druggist will glean somewhat at least of what is happening in his own special sphere, as it is in these, as a rule, that everything new and important in these subjects is first published.

No practical druggist should neglect to improve what knowledge he already possesses, and any such knowledge and time spent in the attainment of it will be amply repaid by the additional advantages it secures for him.

Antagonism Rampant.

We trust the druggists of the province hold more charitable views of our editorial motives than is held by our friends of *The Canadian Pharmaceutical Journal*. When we see fit to refer to the Ontario Society of Retail Druggists our remarks are picked up and reclothed so as to make them vindictively aspersive of the work of the society. We do not feel that way, and we deny the right of our contemporary to make it appear that we do. We are surely as privileged to use our columns discussing the affairs of the druggists of the provinces and their interests as is *The Canadian Pharmaceutical Journal*, which is usually filled with matters of this kind. We are not accustomed to bandying words with a writer who stoops so low as to insert billingsgate by dashes. Our personal opinion of the writer who wrote the article, "When Prices will Advance," has been always too elevated to admit of any thought that he would so far forget himself as to place such a blot on his editorial pages. We pass it over this time by expressing the hope that the error was one of hasty indiscretion rather than one of due deliberation. We have not time or space to devote to journalistic wrangling. Our readers do not want it, and we do not

want to give it to them if we can avoid it. We did not ask *The Canadian Pharmaceutical Journal* to answer the inquiries of our correspondents. We understand that a very efficient secretary such as the society possesses should be in a position to give an official answer, and we do not doubt he is aware that our columns are ever open for such communications. If answers are to be made through *The Canadian Pharmaceutical Journal*, then we would like to see the signature attached of the officer of the society answering them. Until our contemporary announces itself definitely as the recognized organ of "The Ontario Society of Retail Druggists" we think they will surely pardon us for ignoring them as the official mouth-piece.

We trust our editorial friend will allow himself to cool off next time before attempting to write us up, and we are confident he will have much less difficulty in maintaining his true position.

Of Value to all Druggists.

We believe we are only uttering an acknowledged fact when we say that the life of business is in advertising. There was a time when the merchant, manufacturer, or jobber could afford to do without this means of publicity, but in the existing conditions of business and keen competition the man who desires the patronage of the public must keep himself prominently before them. As the matter of advertising does not enter into the curriculum of our colleges of pharmacy, many druggists are at a loss at times how best to bring themselves and their business into public notice, and in order to assist them in this matter we are publishing each month a series of articles on advertising, written specially for this journal by Charles Austin Bates, one of the leading authorities in America on the subject of advertisement, writing and advertising in general.

We would advise all our readers to peruse these articles carefully; they are of great interest, and must prove of special value to the wide-awake druggist. Numbers of our subscribers have told us that they alone are worth far more than the subscription price of THE DRUGGIST; and we have no doubt that anyone who acts on his suggestions, as far as they are practicable in each person's own locality and circumstances, will reap a decided benefit from them.

Protonuclein..

Tablets. (100 3-grain Tablets in bottle) per doz \$ 9.00
 " (1000 3-grain Tablets in bottle) . each 6.75
 Powder. (1 oz. bottles) per doz. 5.00
 " (8 oz. in bottle) each 5.50

REED & CARNRICK,
 30 Wellington St. East, TORONTO.

Duncan, Flockhart & Co.'s

Blaud Pill Capsules

Are soft and flexible Never become oxidized
 Never become hard Never vary in strength

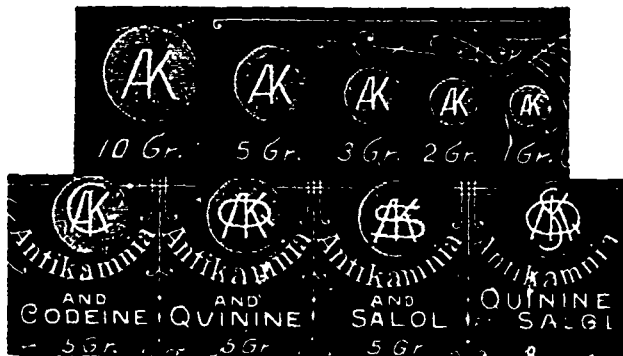
These Capsules are put up in 1, 2, and 3-pill sizes, with or without Arsenic, and can be supplied in boxes of 25 or 100 (each). They are prepared by a unique and original process, which entirely overcomes the tendency to **hardening** which is so common in the Blaud Pills.

R. L. GIBSON,
 88 Wellington St. West,
TORONTO.

Genuine Antikamnia Preparations

ANTI-KAMNIA POWDERED.

ANTI-KAMNIA TABLETS,
 (1 gr., 2 gr., 3 gr., 5 gr. or 10 gr. each.)
 ANTI-KAMNIA and CODEINE TABLETS,
 (½ gr. Antikamnia, ¼ gr. Sulph. Codeine.)
 ANTI-KAMNIA and QUININE TABLETS,
 (2½ gr. Antikamnia, 2½ gr. Sulph. Quinine.)
 ANTI-KAMNIA and SALOL TABLETS,
 (2½ gr. Antikamnia, 2½ gr. Salol.)
 ANTI-KAMNIA, QUININE and SALOL TABLETS,
 (2 gr. Antikamnia, 2 gr. Sulph. Quinine, 1 gr. Salol.)



Without above Monograms None are Genuine.
 These preparations are made solely by us and are put up in 1-oz. packages only.
NEVER IN BULK.
 Trade supplied by all jobbing houses in the United States, Canada, Mexico, South and Central America.
 British & Colonial Depot, 46 Holborn Viaduct, London, E. C., Eng.
The Antikamnia Chemical Company,
 Price List on Application. ST. LOUIS, MO., U. S. A.

**Quinine,
 Quinine Wine,
 Beef, Iron and Wine,
 Cattle Spice,
 Elliot's Syrup of Figs,
 Cascara Cordial,
 10c. Essences,
 Stick Licorice, 4^s,
 Acid Carbohc,
 Cubeb Cigarettes.**

We can please you in all these lines.

Cod Liver Oil

We have **Borthen's** (Norwegian) and **Bowring's** (Newfoundland) to offer, and each is the best of its kind. You will be immensely pleased with the latter; but if you must have Norwegian oil, we have it for you of the highest quality. **Bowring's** oil is **non-freezing, pale,** and of **good odor,** and comes in 25-gallon tin-lined barrels. Before accepting a cheap "Norwegian" oil, or any other, write us for quotations.

EXTRACT OF BEEF, "Rex Brand"

Solid	Liquid
2-oz. pots.....\$ 3.80	4-oz. bottles.....\$ 4.75
4-oz. " 7.50	8-oz. " 8.50
8-oz. " 13.00	16-oz. " 15.00
16-oz. " 24.00	

As regards quality, we recommend it.

The prices speak for themselves

"Highland" Chest Protectors

PROTECTORS, chamois-lined, No. 1, \$6; No. 2, \$7.50; No. 3, \$9.
 VESTS, wool-lined, No. 4 (30-32 in.) and No. 5 (33-35 in.), \$12.
 VESTS, chamois-lined, No. 6 (30-32 in.) and No. 7 (33-35 in.), \$18.

Acacine (the perfect emulsifier)	Cleaver's Unscented Soap
Frog-in-your-Throat, with new "ads."	Rimmel's Unscented Soap
Gibson's Candies	Wyeth's Malt
Jackson's Nutritive Wine	Vin St. Michel
Miller's Tin Boxes	Vin Mariana
Coulter's Steam Vaporizers	Triangle Tooth Soap
	Cachous "E"

ELLIOT'S EFF. CAFFEINE AND POT. BROMIDE.

All orders entrusted to us receive careful attention and prompt shipment.
 We solicit your enquiries.

Elliot & Company
 5 Front Street East
TORONTO

Many Druggists

find

Wall Paper

a profitable stock to carry.



Many Druggists

say that our goods are the MOST SALEABLE and PROFITABLE.



When ready to order write to us, and we will arrange to send a salesman, or samples by express.



M. STAUNTON & CO.

Manufacturers

944-950 Yonge St., Toronto.

JUST PLAIN TOBACCO OF THE HIGHEST GRADE

FLAVOR AND FRAGRANCE UNRQUALLED

FORTIER'S

Cigars and Cigarettes

GIVE BEST OF SATISFACTION AND WILL INCREASE YOUR SALES.

We Sell to most Druggists
But we are anxious to Sell to you

WRITE
TO-DAY
FOR
A
SAMPLE
ORDER

Lafayette

Cigars and Cigarettes 5 cents

Creme de la Creme

Cigars and Cigarettes 10 cents

Royal Turkish

Cigarettes 15 cents

Sonadora

Cigars and Cigarettes 15 cents

Creme de la Creme Cigar Co.
MONTREAL.

STEARNS' Perfumes

QUADRUPLE STRENGTH

*Fragrant
Delicate
Lasting*

SOLD TO THE DRUG TRADE ONLY



We truly believe no line of odors made in this country has become more popular than ours have, and no department of our business has increased more rapidly than that of Perfumery. We know this increase is due entirely to the fact that while our prices may be higher than some others, our quality is of one standard—the BEST, and that only.

Fine Perfumes must possess three distinguishing characteristics:

- 1st—Fragrance in abundance without being loud.
- 2nd—Delicacy with sweetness and freedom from sharpness.
- 3rd—Permanency and lasting qualities.

Our odors possess all of the above good points, and retain their fragrance and delicacy indefinitely.



SPECIAL

* ODORS



"4" ROSES
AMORITA
ROSALYS
ENGLISH LILAC
TONQUIN MUSK
" CZARINA VIOLETTES "



REGULAR ODORS

White Rose	New Mown Hay	May Blossom
Lily of the Valley	Ylang-Ylang	Jockey Club
Heliotrope	Wood Violet	Sweet Marie
White Lilac	Stephanotis	Frangipanni
Opoponax	Ideal Bouquet	Crab Apple Blossom

Our Complete Perfume Catalogue will be mailed on application.



Frederick Stearns & Co.

MANUFACTURING PHARMACISTS

DETROIT, Mich.
LONDON, Eng.
NEW YORK CITY.

WINDSOR, Ont.

One More Free Course.

To help the pharmacist in every way is our ambition, and whenever it is possible to put them in the way of benefiting themselves we are anxious to do so. On two different occasions we have been able to offer to those who desired it courses of instruction in optics, free of charge, believing that this line will prove one of the most paying accessories that can be carried on in connection with the drug trade. Now that a movement is on foot to regulate the practice of optical work by legislation, it seems especially desirable that those druggists who can should make an effort to place themselves in a position to command the major portion of the business. We have therefore concluded arrangements with the Optical Institute of Canada for one more course of instruction, to commence on January 18th, 1897. This course will be limited to six students, and will only be open to one druggist in each town where there is no graduate optician. The usual price for this course is \$25, but we give it absolutely free. The only conditions are that the applicant must be of good business standing, be a paid subscriber to the CANADIAN DRUGGIST; that he be entitled to keep a drug store in whatever province he may reside, and that no other graduate optician is in business in the same town. As some difficulty has heretofore been experienced in deciding who should or should not be accepted on account of priority of application, it has been decided that the applications will be entered according to date of the application, so that persons in provinces outside of Ontario will have an equal chance with those living nearer Toronto, and that no application be made earlier than December 1st, so that all druggists may have this journal in time to write us by that date. It is needless to say that those students who have taken the previous courses of instruction have been exceedingly pleased with it, and numbers of them are now making money by this newly-acquired instruction.

Personal.

Many of our readers, especially those who have taken a course of instruction from Mr. Lawrence, will read with interest the following notice, taken from *The Pharmaceutical Journal* (London, Eng.): "Since removing from 13 Oxford street west, to the larger and much more convenient premises at 51 Clerkenwell road,

E.C., Messrs. J. Raphael & Co. have arranged for a series of classes in practical sight-testing and correcting under the direction of Mr. Lionel Laurance, late principal of the Optical Institute of Canada. This gentleman brings from Canada, where the optical trade has been brought to a point of great scientific excellence, credentials of high order, and not only has he the practical knowledge of his profession gained by life-long experience, but he is also possessed of the essential quality, 'tact,' in imparting that knowledge to others."

Death of L. W. Yeomans.

On the morning of Oct. 19th a most disastrous fire took place in the drug store of L. W. Yeomans, Belleville, Ont., in which Mr. Yeomans lost his life.

How the fire originated will never be known, but that it was caused either by an explosion of gas or of an oil lamp seems certain. It appears that Mr. Yeomans left his residence at 4 a.m., telling his wife he wanted to get his men started at work at six o'clock on the unloading of a car of material for the manufacture of Scott's emulsion, he compounding the medicine for the Canadian trade as agents for Messrs. Scott & Bowne, of New York, the proprietors. They were to have started that day on the putting up of the winter supply. Mr. Yeomans usually went to his business before 6 o'clock a.m. He carried the only keys of the premises, and always opened the store. It was discovered that he had been to the barn in rear of the store, fed the horses, and left a lamp burning in the stable.

Fears were at once aroused that Mr. Yeomans had perished in the flames, and when he did not make his appearance at a later hour doubt was changed to certainty. The flames gained rapidly on the firemen, and when it was seen that the store and its contents were doomed they turned their attention to protecting the adjoining buildings. By nine o'clock the magnificent store, which was one of the most elaborate in the city, was completely gutted. The roof fell in about eight o'clock, leaving nothing but the bare and tottering walls standing.

Shortly after eleven o'clock one of the firemen working at the Front street entrance to the store discovered the body of Mr. Yeomans lying in the cellar near the north door. From the position in which the remains were found it is evident that the unfortunate man had rushed to the front of the building with a view to escape through a front cellar window, but was overcome with the smoke, and perished in the attempt. The dead man lay upon his face on the floor, where he had evidently been overcome by the smoke.

Mr. Yeomans was born in Belleville 52 years ago. He commenced his drug career with the firm of Lyman, Elliott & Co., of Toronto, with whom he remained for several years. He started a business in Belleville about 20 years ago, and has

remained in that city ever since. He was a past vice-president of the American Pharmaceutical Association, was for some years a member of the Council of the Ontario College of Pharmacy, and an alderman of his native city.

Mr. Yeomans was a member of Moira Lodge, No. 11, A.F. & A.M., and took a prominent part in educational and religious matters. He leaves a wife, but no family.

Correspondence.

The Editor does not hold himself responsible for the opinions of correspondents. Correspondents must in all cases send name and address, not necessarily for publication.

Cheapening of Alcohol.

Editor CANADIAN DRUGGIST:

DEAR SIR,—We would like to remind your readers of our appeal to them in a previous number for action looking to the cheapening of alcohol.

We understand there will shortly be, in many of the larger towns, a Parliamentary Committee which will take evidence from business men as to the desirability of tariff alteration. This will be a rare opportunity for the druggists to strengthen their cause in this matter.

One or two men in each place, representing the feeling of the druggists of that place, would make the success of the movement secure.

Surely there is enough at stake to justify any man in spending the necessary time to do this much.

It is doubtful if the alcohol manufacturers have the least particle of a pull on the present government, and in that case the amount of influence which can easily be exerted by the drug trade will be ample to secure the boon of justice in this matter.

Ask your member to notify you when the committee is to be in your town, and talk this thing up when your chance comes. It will put dollars in your pocket.

Yours truly,
ANDERSON & NELLES,
London.

Be Wise.

It is not wise to toot other people's horns; to illustrate which the *Buffalo Druggist* tells its readers how a few months ago a certain brand of candy made at Boston was liberally displayed in the show windows of nearly every drug store in Buffalo, and presumably the same was the case in other cities. The drug stores gave that particular candy its great run, which, having been secured, was diverted to grocery and department stores. The same is true of a certain alleged malt extract and a cough cure. The druggists should use this wall and window space to display goods which he markets himself, and which will not be found in department stores.

Pharmacy in England.

The P.A.T.A. and the Crusade against Cutting—Mr. Lionel Laurance in London—The Optical Trade as a Profitable Extra—Dispensing Charges—Should Medicated Lozenges be Retained in the New B.P.?—Bovril and Mr. E. J. Hooley—Decorated Tin Boxes in Pharmacy.

(From Our London Correspondent.)

The steady growth of the Proprietary Articles Trade Association is a matter of sincere congratulation to those chemists who handle profitless patent medicines. Many of the principal druggists have absolutely refused to budge from the position of charging the full price, but have felt it keenly when their customers have remarked that the brother pill lower down the street only charges so much, and intimate their intention of trading there. In respect to some thirty proprietaries, the position, thanks to the P.A.T.A., is now altogether changed, and one has no fear that a customer may go elsewhere and obtain them cheaper. No better proof of the real value of the association's work could be produced than the hysterical state to which it has already reduced one or two of the principal cutting companies. Boots' drug stores are to be found in the midland counties to the extent of some forty shops, and Day's southern drug stores occur pretty freely in London, and on the south coast. Both of these are already feeling sick, and one has hit upon the novel expedient of getting the public to sign a petition to manufacturers not to join the association. There is no doubt that if the movement is to be really effective it will have to win much greater support from the largest proprietary manufacturers. It is rather dispiriting to find that several of the firms that protested their objections to cutting, only a few years ago, are not yet on the list of supporters. Many are doubtless on the fence, and a good deal will depend upon the attitude of chemists towards the movement in the course of the next twelve months. So far the chemists have been by no means too enthusiastic towards an undertaking framed entirely in their interests, and which cannot possibly do them harm.

The name of Mr. Lionel Laurance, late principal of the Optical Institute, is well known to all readers of THE CANADIAN DRUGGIST, and they will doubtless be interested to learn that Mr. Laurance is now in London, and is giving his special course of instruction on optics in Messrs. J. Raphael & Co.'s establishment, 51 Clerkenwell road, E.C. I hear from Messrs. Raphael that quite a large number of chemists have entered their names for the course, and soon it is expected that the optical business will form a profitable addition to many a pharmacy. I may mention that Messrs. Raphael & Co. were recently turned out of their old premises in Oxford street, W., by the new Central London Railway, and have acquired much larger and more convenient premises in the Clerkenwell road. Here the manufacturing work is carried on side by side with the execution of special prescription

work. It speaks well for their enterprise that they should have promptly secured Mr. Laurance on his arrival in England from Canada, where the optical trade has been brought to a high degree of scientific excellence. Aluminium frames are one of the latest improvements in ladies' lorgnettes, introduced by Messrs. Raphael, and the same metal is being used in opera, marine, and field glasses. Their new sight test-case, containing spherical glasses and also single lenses, is a complete outfit for those entering the optical business, and is supplied in solid walnut, lined with satin, at the moderate price of \$25.

An interesting question is raised by a Midland chemist, Mr. R. D. Gibbs, on "How to arrive at dispensing charges." In a cogent and thoughtful paper he runs a tilt against all established methods and charges, and boldly suggests that every prescription should be charged on its merits. That is, according to the time, material, and apparatus employed. There is a good deal of sound sense in his remarks that in many instances the dose system of charging is unfair, and may be classed with the unsatisfactory method employed by medical men to arrive at their charges, viz., based upon the rental of the patient's house. It has often seemed to me that this unsatisfactory arrangement of prices is of far greater importance than chemists imagine. It is not merely a question of getting as much as you can—buy in the cheapest market and sell in the dearest is a good old-fashioned formula. But is that what we are doing when we make our dispensing charges suit the neighborhood? At any rate, if some simpler plan could be devised that would appeal to the intelligence of the public, a good step would have been made towards solving the problem of dispensing by doctors. At the present moment a householder has to choose between a visit from a doctor with medicine thrown in, as it were, at \$1 a time, and a 75-cent fee to the medical man, with 50 cents to the druggist for physic. Naturally, he prefers the former arrangement, although he is willing to agree that it is not the best.

Why should medicated lozenges still encumber the Pharmacopœia? is a question that might well be directed to the Medical Council. It is supremely absurd that page after page should be taken up with wretched formulae denoting to a fraction of a grain the quantity of sugar and powdered gum acacia to be contained in a lozenge. If anything of the kind is required at all, of which I have doubts, it would surely suffice to indicate the medicinal strength alone. How many English-speaking retail pharmacists manufacture a single lozenge from one year's end to the other? And, in spite of the B.P., we all know that most of the so-called B.P. lozenges can hardly claim to have been made in strict accordance with the letter of the formula. Since the considerable advance in price of Soudan gum acacia, nearly all the lozenge-makers have

favoured the other varieties, and, as there is no real reason why they should not, it only goes to confirm any contention that confectionery might be deleted from the new B.P.

The Bovril deal is causing a good deal of comment, and will give the concern an excellent advertisement. Briefly, it consists of an offer of Mr. E. J. Hooley, of Dunlop tire fame, to buy up the Bovril Company, lock, stock, and barrel, for the sum of \$10,000,000, and, as a guarantee of good faith, \$500,000 has already been paid. As the \$5 shares are quoted at about \$25, it will be seen that they are already valuable property. But Mr. Hooley's scheme is to refloat the company at the advanced sum of \$12,000,000, the difference between the two figures going into somebody's pocket after expenses are paid. There will be a rearrangement of capital, the creation of debentures, deferred and preferred shares, etc., and Lord Playfair will not appear amongst the new directors. It is not so very many years since I remember sending back a supply of Johnstone's Fluid Beef as unsaleable—there being practically no demand. Then, one fine morning, Mr. Johnstone registered the word "bovril," and proceeded to make it known by supplying hot-water cans of elegant shape to stand on small gas stoves, so that hot bovril could be supplied at any time. This caught on immensely, and a judicious amount of advertising, with a fair sprinkling of improved invalids' preparations, has done the rest.

Why do not the enterprising makers of tin boxes attempt to secure the ordinary druggist as a customer, but leave him to the tender mercies of the wholesale houses? Many chemists would prefer to supply Seidlitz powders in tin boxes, camphorated chalk, carbolic powder, etc., if he could buy the decorated tins at a reasonable figure. If he appeals to the makers, they blandly offer to make him six gross, but they will not make a stock article and keep it for the trade. Of course, the demand of the drug trade is small compared with some trades; thus the maker of the small decorated tins for carrying compressed tablets in the pocket supplies them in vastly larger quantities to the drapers as a receptacle for pins, etc. Still, there is room for a little enterprise in this connection, and the druggist would support the right articles, I am sure.

One of the partners in a large department store in New York city, that has achieved success by its progressive methods, gives this as a recipe for getting rich: "The surest road to success is to be honest, and all men will trust you; honorable, and all men will believe in you; industrious, and all men will have confidence in you; just, and all men will admire you. Be alert; save a part of what you earn, so as to be always independent; store your mind with useful knowledge, and the world is yours."

OUR PRESENT SEASON'S PURCHASES OF

Staple Drugs

Fine Chemicals

Heavy Chemicals

French and English Perfumery

Hair and Tooth Brushes

Druggists' Sundries, Sponges, etc.

HAVE been unusually heavy, and we shall be in a particularly good position to supply our retail druggist friends with all requisites. We solicit a continuance of the liberal patronage so kindly bestowed on us in the past.

Archdale Wilson & Co. Wholesale Druggists Hamilton

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NEW

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Complete range at
Close Prices.

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Best stock from the
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A splendid line; Enamelled, Ivory Finish, handsomely printed
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Leading Numbers:

STRANGE PEOPLE,

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THE PINES,

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CHESTNUT BURRS,

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POPULATION,

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**WHOLESALE
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We Manufacture

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ALL KINDS of STATIONERS' SUPPLIES

DO YOU WANT THESE GOODS?
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A new and unique preparation for the skin. This preparation is the discovery of a French specific for the complexion. Its peculiar properties are the removal and prevention of wrinkles, the refining of coarse pores, and a wonderful tonic for whitening and softening of the skin.

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The J. STEVENS & SON CO'Y, Ltd.,
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- Druggists' Specialties,
- Surgical Dressings,
- Elastic Stockings,
- Clinical Thermometers,
- Glass Importers,
- Trusses and Suspensories,
- Medical Batteries,
- Lints and Cottons,
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- Instruments of all kinds.

Send for quarterly quotations.

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We now carry in Toronto a well-assorted stock of

FINE RUBBER GOODS

From which our customers in the West may be promptly served.

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335 St. Paul St. Cor. Front and Yonge
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CHEMICAL MANUFACTURERS
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Hypophosphates a Specialty....

Acids Phosphoric and all other Pure Acids.

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All Chemicals for Analytical, Photographic, and Pyrotechnical purposes.

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WHO ARE GROWING?**

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The rapid increase in our business has necessitated our removing to more commodious premises. Our new business home is

**30 Wellington St. East
Toronto**

Where can be seen the largest, best, and cheapest stock of

**Sponges and
Chamois Skins**

In Canada. Our Sponges are purchased for us at the fisheries, and come direct from Nassau, Florida, Cuba, Alago, Acklins, Exuma, and the far-famed isles of Greece. Our Chamois are imported from the headquarters for the article in England and the United States. The secret of our being able to give unprecedented value in these lines is our knowing how to buy. The case in a nutshell. Try us, and convince yourself that our claim is no vain boast. Sponges to suit every requirement and every trade. Sponges of every variety and every grade. In original packages, unbleached, or in cases, bleached.

**Levy & Co.
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A SPECIALTY.
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Lyman Bros. & Co.
TORONTO (Limited)

**Chamois
....Vests**

-PERFORATED CHAMOIS-

Girls' or boys' sizes, viz, Small, \$9 doz.
Misses' or youths', viz., Medium, \$12 doz.
Ladies' or gents', viz., Large, \$15 doz.

Send for samples.



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PRAY'S

- Emery Boards,
- Ongaline,
- Rosaline,
- Diamond Nail Enamel.

**MEYERS' Carnogen, Grease,
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WARWICK'S Jockey Club,
White Rose.



**MARACHALE'S
Celebrated Perfumes**

\$2.20 for 20-oz. glass-stoppered square bottles; 5 bottle lots \$2.10; 10 bottle lots \$2.00.

Best value for the money in the market in the following odors:

- Crabapple Blossom, Sweet Marie,
- Jockey Club, White Lilac,
- Lily of the Valley, White Heliotrope,
- Musk, White Rose,
- Eau de Espagne, Wood Violet,
- Stephanotis, Ylang-Ylang.

Splendid value for filling fancy bottles for the Holiday trade.

Trade Notes.

J. O. Clark, druggist, of Picton, Ont., died Oct. 15th.

A. E. Macartney, druggist, of Midland, Ont., died Oct. 15th.

A new drug store has been opened in Waterford, Ont., by Dr. Davis.

E. Bruce Miller has purchased the drug business of A. F. Gledhill, at Chatham, Ont.

R. W. Reekie, formerly of Chatham, has opened a new drug store in St. Thomas, Ont.

A. T. Brown has purchased the drug business of J. O. Kannawin, Acton West, Ont.

The drug business of M. F. Eby, Oshawa, Ont., was badly damaged by fire recently.

The Toronto Pharmacal Co. have been appointed Canadian agents for the sale of Neave's Food.

The druggists of Chatham, Ont., have agreed to close at 8. p.m. every night except Saturday.

Dr. Higinbotham, of Brantford, has purchased the drug business of Dr. Brunskill at Walkerton, Ont.

T. Scott & Son, Woodstock, Ont., have sold their drug business to H. Mead, formerly of Trenton.

Mr. Henry R. Gray has again been appointed by the Lieutenant-Governor as one of the Provincial Board of Health for the Province of Quebec.

D. Ranson, Son & Co., of Buffalo, N.Y., have opened an office at 127 Bay street, Toronto, Ont. Mr. Francis N. Kahle is the manager and sole representative for Canada and Great Britain.

The continued ill-health of Mr. D. A. White, druggist, of Woodstock, Ont., makes it necessary for him to spend the winter in a southern climate. We understand he leaves shortly for the Southern States.

We reprint an article in this issue from *The Canadian Medical Review* on "Toxic Amblyopia," by W. E. Hamill, M.D. The subject is very important to everyone who fits spectacles, and we advise all opticians to carefully read it.

Ottawa now has its departmental store, selling patent medicines at "cut rate" figures. Bryson, Graham & Co. advertise that, "notwithstanding the combine," they can get all the goods they want. Can the O.S.R.D. tell us where?

James W. Tufts, Boston, Mass., has issued a very handsome catalogue of Hot Soda apparatus. Two of those illustrated, the "Pompeian," a Greek vase, and "Sol," a very artistic urn, are both illustrated in colors, and are "things of beauty."

A change has taken place in the drug business of A. E. Pilkey & Co., Chatham, Ont. Dr. Holmes and Dr. McKeough are said to have been admitted as part-

ners, together with Mr. Turner, a former clerk, and Mr. Gunn, of Woodstock.

Dr. Roddick, M.P., Montreal, has been appointed by the Dominion Government president for Canada of the Military and Naval Surgical Section of the Pan-American Medical Congress to be held in Mexico during this month, but will be unable to attend owing to urgent professional engagements.

The Dodds Medicine Company, of Toronto, have opened an office in Ellicott square, Buffalo, and have formed a company for the purpose of manufacturing Dodds' Kidney Pills in the United States. The officers are: F. G. Babcock, Homellsville, president; J. A. McKee, Toronto, vice-president; and B. Yates, Buffalo, secretary and treasurer.

Fire destroyed the entire stock of Gil-mour Bros. & Co., St. Peter street, Montreal, on Oct. 16th. The loss on stock was in the neighborhood of \$40,000, and consisted chiefly of the products of the laboratories of Johnson & Johnson, the Upjohn Pill and Granule Company, Humphrey's Homeopathic Specifics, Chase's Glues and Cements, etc., all of whom are represented in Canada by this firm.

A number of changes have recently been made in the Toronto house of Evans & Sons, Limited, wholesale druggists. J. C. Hedley, who formerly represented the house on the road throughout Western Ontario, is now in charge of the business. W. T. Borke, one of the city travellers, now takes Western Ontario, and C. W. Armstrong takes the city. F. G. Sander-son has gone to the Montreal house.

The death is announced, at New York, of Mr. Alf. H. Mason, F.C.S. Mr. Mason was for some time one of the wholesale drug firm of Evans, Sons & Mason, of Montreal, and managed the firm's business there. After severing his connection with the above firm he went to England, where he remained for several years, first doing business as drug broker, and afterwards representing Seabury & Johnston in London. Latterly he has been connected with the New York house as secretary. Mr. Mason was also secretary of the New York College of Pharmacy, and editor of the *Alumni Journal*. He was also prominent in scientific and philanthropic circles. He died after a brief illness of pneumonia, at the age of fifty-two.

The drug store of L. W. Yeomans & Co., Belleville, Ont., was totally destroyed by fire Oct. 19th, Mr. Yeomans losing his life in the fire. Scott & Bowne's stock of goods for the Canadian trade was also stored in the building. It is estimated that there was about \$26,000 or \$27,000 worth of stock in the building, but it may have been even more than this. Mr. Yeoman's insurance was as follows:—On stock—Caledonian, \$3,500; Mercantile, \$3,000; Northern, \$2,000; London and Lancashire, \$3,000. On shop fixtures and heating apparatus—Phoenix, of Brooklyn, \$2,300. Scott & Bowne, stock—Mercantile, \$500; Connecticut, \$2,000; Aetna,

\$2,000; Waterloo Mutual, \$2,000. Fixtures and plant—Mercantile, \$500. Mr. Yeoman's stock amounted to about \$16,000, and Scott & Bowne's stock and plant to about \$10,000. The drug store of A. L. Geen was also damaged by smoke and water. He had an insurance of \$2,700.

Montreal Notes.

Business in all retail branches continues very bad in this city and pharmacists especially feel the hard times. Family accounts are very slow in coming in.

Most pharmacists have adopted the plan of sending out their bills on the first of each month.

Professor Bemrose, F.C.S., and Bell gold medallist, Lecturer on Botany at the Montreal College of Pharmacy, has returned from an extensive botanizing expedition to the Laurentides. It is possible Mr. Bemrose may publish an account of the flora of this almost unexplored region.

The Journal of Commerce states that Henri St. Germain of St. Hyacinthe, druggist, is in difficulties—liabilities about \$5,000.

The stock of drugs, lease of store, &c. of the bankrupt estate of P. R. deMeslé, 1243 St. Lawrence Main St., were offered for sale by tender on the 30th ultimo: The stock of drugs and fixtures, according to the inventory, amounted to \$700; balance of lease \$150; and also building lots at Sault au Recollet, valued at about \$1,200.

A new Pharmacy has been opened in the East End. Mr. J. Labranche is the name of the new proprietor.

Mr. David Watson, jun., is recovering rapidly from his fractured collar bone, and it is whispered that gentle zephyrs bear the sound of wedding bells as a consolation.

The Journal of Commerce states that Dr. H. St. Germain, druggist, St. Hyacinthe, has been unable to get an extension of time and has assigned.

A sad event occurred a few days since in this city. Mr. Mark Ethier, a well-known advocate, went into Mr. A. Roberts' pharmacy on St. Lawrence Main Street and purchased carbolic acid. He swallowed a quantity of it at his boarding house, and was taken to the Notre Dame Hospital, where he died that night. An inquest was held, and a verdict of suicide while in a state of mental depression was given. Family trouble was probably what led to the unfortunate event.

It has been asked, Why can't the Montreal College of Pharmacy have day lectures? The answer is simple. The clerks and apprentices could not earn enough to pay their board, if they absented themselves two or three hours a day besides meal hours. Pharmacy does not pay well enough to induce the children of wealthy parents to sacrifice themselves on its altar. When the college was started the idea of night lectures

was kept steadily in view, so that young men with energy and grit might with a little extra exertion qualify themselves and at the same time earn fair wages.

Mr. L. W. Yeomans, the Belleville pharmacist, so well known all over Canada, has, alas, gone over to the great majority. He was a personal friend of the writer, and much correspondence with him on pharmaceutical society matters developed a real admiration for his sterling qualities. He much regretted the small attendance at the late meeting of the American Pharmaceutical Association in our city.

The classes at the College of Pharmacy are fairly well filled this year, considering the hard times. There was the usual slaughter of the innocents at the preliminary examination for permission to study. It is evident that French ought to be better taught in the English schools and English in the French schools.

Prince Edward Island Notes.

At the Provincial Exhibition held some weeks ago Watson's drug store had a very fine exhibit, which was pronounced by all visitors the best exhibit of any kind ever seen in the province.

Mr. C. D. Rankin is having a metallic ceiling put in his drug store. When this is finished and the painting done the drug store will be one of the neatest in the city.

Mr. Wm. Macdonald has ceased to do business in O'Leary. Mr. Turner, merchant of that place, has bought the stock, book debts, etc., and reopened the drug store under the management of Mr. Ivey T. Warren, who was for some years in the employ of Mr. W. R. Watson. The press contains some flattering notices of the new store and good wishes for its prosperity.

Mr. George Reddin's many friends will be pleased to hear that Mrs. Reddin is recovering from her almost fatal illness.

Business is generally exceedingly dull in Prince Edward Island.

Manitoba Notes.

Winnipeg, Nov. 7th, 1896.

The Martin, Bole & Wynne Company, manufacturing chemists, Winnipeg, have been successful in procuring for their laboratory the services of Mr. L. D. Little of Chicago, formerly with the Stearns & White Company of that city.

Mr. Little comes to the Northwest with a well earned reputation as an able chemist. His long and varied experience in the pharmaceutical manufacturing business in the United States has earned for him an enviable position in the profession here. He is a graduate of the Maryland College of Pharmacy, and for some years occupied a position on the teaching staff of the college as professor of chemistry. In the city of Baltimore, with the leading

manufacturing house in the South, he was employed for five years as analytical chemist.

In the year 1893 Messrs. Stearns & White of Chicago offered him the position of chemist in their large establishment, which he accepted, remaining with them until his departure for Winnipeg.

The Martin, Bole & Wynne Company are to be congratulated on procuring the services of Mr. Little for their manufacturing department, as is also the drug trade in Western Canada on having a man of Mr. Little's experience become identified with trade here.

Mr. C. M. Eddington, one of Winnipeg's leading druggists, has deserted the ranks of bachelordom and taken unto himself a wife, in the person of Miss Webb, of the Winnipeg telephone exchange. The contracting parties have a host of friends in Winnipeg, who extend heartiest congratulations.

Mr. and Mrs. Eddington are now in the south on their honeymoon.

Mr. J. F. Howard, of Winnipeg, spent a few days last week at the mining camps in the vicinity of Rat Portage. Mr. Howard is largely interested in some very valuable claims on the Lake of the Woods.

Mr. A. T. Andrews, druggist, Gladstone, in company with Mrs. Andrews, is spending a few days in Winnipeg visiting relatives.

Mr. E. D. Martin, President of the Martin, Bole & Wynne Company, Winnipeg, is now at Rossland looking after the interests of the San Francisco Mining Company, of which he is treasurer. The company have one of the best mining claims in the Train Creek division. Mr. Martin will likely remain there until Christmas.

Mr. F. E. Arkell, formerly in the drug business at Wawanesa, has purchased the business of Messrs. W. M. Bond & Co., Carberry, Manitoba.

Mr. W. E. Cowan, druggist, Deloraine, was in Winnipeg last week on a business trip.

Canadian Association of Opticians.

At a meeting of the Executive Committee, it was decided to call a General Meeting of all Graduate Opticians practising in Canada. This meeting will be held in the Rossin House, Toronto, on Thanksgiving day, November 26th, at 2 p.m., for the purpose of organization, and it is particularly requested that all who can will attend.

Those who have already been elected will receive their certificates at this meeting, and the Secretary will be glad to receive applications for membership from all qualified opticians. The membership fee has been placed at the low figure of One Dollar per annum on all applications received before or at the General Meeting.

F. A. ELLIS, Secretary-Treasurer,
3 King St. East, Toronto.

The Editor.

The editor is a man paid to think for other people. He doesn't always think as they do, and thus has to stand all forms of abuse. No one is more anxious to please than he, and few are less likely to. He is continually trying to place himself in the position of his prospective readers, so that he can more nearly conform to their ideas. He, more than anyone else, realizes that life is too short and honor too fleeting to enable him to act as a philanthropic educator of the public. He knows that it is easier to swim with the tide than against it, and endeavors to keep with the motion of the flood. His sense of conscientiousness may be very fine, but he dare not let it become his motive power. His personality must never be shown in his writing and the egotism of self must ever be absent. His thoughts must be your thoughts and your ways his ways. He becomes by experience a politician of ideas and a judge of human character, or else a journalistic failure. He lives to tickle the fancy of his readers, and the more pleasingly he can do it the greater his chances of professional success. His life is a truly diversified one, yet is ever kept secluded from public view. But few know him or the power he wields. His most intimate friends and relatives know him in an outward sense, but even they are unaware of the peculiar mental play which evolves mind-food for those for whom he writes. Usually he is not personally a favorite, as he becomes by habit so chronically representative of other people as to fail to truly represent himself. To distinguish him, look for a man with a far-away look, a pale, thoughtful face, bloodless complexion, long, thin fingers, and coat sleeves glossy or threadbare on the underside from the elbows down. No appearance of affluence characterizes him. He looks as if his weekly salary was always needed when it became due, and that even it was but scanty provision for a man who earns his bread by the sweat of his mind.

Making the Blind to See.

A story hails from Russia about a new instrument for making the blind to see, said to be the invention of Dr. Noishewski. The principle of the instrument is the sensitiveness to light of selenium and tellurium, both of which change their quality as conductors of electricity with a variation in the light to which they are exposed. In stating that the blind can "see" by this instrument, a relative meaning only is intended. While their actual vision will be unaffected, they will feel the various effects of changing light by its action. It is claimed that Dr. Noishewski has enabled a totally blind man to find the windows in a room, and, after a little practice, to distinguish approaching men from approaching animals. —*British and Colonial Druggist.*

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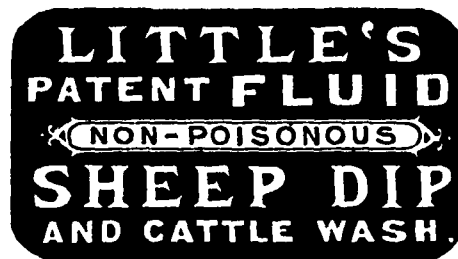
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Pharmaceutical Education—Past, Present, and to Come.

Extracts from an address by BARNARD S. PROCTOR.

METHODS—OLD AND NEW.

Past.—The old method was, every man for himself; learn whatever you can that is useful to you; keep your own secrets, keep others ignorant, make them think that your knowledge is very deep, that your philosopher's stone is capable of great things which are not to be seen and understood by ordinary mortals. This is the education suited to the pope, to the parson, or the fossil, men who think light irreligious and flashy unless it be dim. In "pre-charter" days those studied who wished to do so. Many did not wish for any systematic study after leaving school; now the terminus is pushed a little further on, and many cease systematic study when examination is passed, but will still pursue one or more congenial subjects, while they drop those which do not afford them pleasure or palpable profit.

Present.—It is now the turn for the public and the professors to be educated, the former to learn what is good for them, the latter to learn how to bring into existence the pharmaceutical forces requisite for the safety of the nation. It is only by the development of sound practical ideas on the part of the public, the legislature, and the teachers that satisfactory progress within the craft can come about.

Future.—In the future there may be an army of pharmacists—10,000 men, 1,000 corporals, 100 captains; it may be 10,000 factotums, or it may be nothing that we can imagine from our present experience and powers of prevision. Our present concern is with the doings of to-day, and our care must be that any step we take must lead to a solid foundation, from which future steps in advance may be taken.

TOO MANY PHARMACISTS.

The number of men who can make a living by dispensing and the sale of poisons is limited, not by Act of Parliament, but by natural law; and if the inculcation of professional etiquette leads the pharmacists to neglect reasonable trade customs, they will insure the permanence of the substratum of unqualified men who flourish by the contrast between a bastard professionalism and an open cultivation of free trade in all the largely-consumed articles of *materia medica*. It would be one of the most difficult tasks the Pharmaceutical Council could contemplate to teach the public to see the advantage of paying increased prices for ordinary drugs or preparations because of their being supplied by learned men. Merchants and manufacturers must and do learn their art, and will continue to supply most things wanted in quantity better than a small operator can produce them. This is a fact which it is scarcely necessary to teach to either the public or the pharmacist. It is only the articles of which the consump-

tion is small or irregular that are better prepared by the seller at the time they are required. The skilled operator, who has not only passed an examination, but has practised his calling on such lines as to develop the germs of knowledge which passed him through the examination room, till they have evolved a habit and a power to meet and overcome all little troublesome difficulties, is in a position to flourish more abundantly than anyone who is satisfied with having got his certificate, then ceases to study. But how is the habit to be formed? Where there is little dispensing done, and little opportunity for chemical and pharmaceutical operations, the wits and wisdom of the scholar grow rusty, and if he has the good luck to develop, as we often see in small agricultural towns, into postmaster, banker, or manure merchant, it is because he has known better than his teachers what he should learn, and what he should cultivate.

PHARMACY AS AN ADJUNCT ONLY.

One thing that we all must learn is that pharmacy must be unremunerative to three-fourths of the country pharmacists, except as an adjunct to trade of a miscellaneous character, and the pharmacist will not get the miscellaneous trade unless he learn the arts and habits of trade and practise them in as satisfactory a manner as his competitors. At times when I have gone into small neighboring towns and found the chemist acting as banker I have felt respect for him, without asking after his curriculum or examination. His position was proof that he had learned to be a useful and trusted member of society, and thus doubled the value of his pharmaceutical certificate. In many such towns the dispensing done by the two or three chemists in a year will not amount to as much as one pharmacist in a large town will do in a week. The work is not enough to keep alive the habit, which was formed in embryo as a preparation for examination. More real good would be done towards insuring competency in those engaged in dispensing by reducing their number till there was not more engaged in pharmacy than could find pretty constant employment for their hands in working with drugs, buying, selling, compounding, etc. A creditable passage through the examination room at the age of twenty-one or twenty-three will do less to insure a man's competency at thirty than the habitual work of a dispensing establishment where the better part of each day is occupied with drugs. It would be more to the credit of the Pharmaceutical Society that 1,000 chemists and druggists should be competent to render satisfactory services to the public than that ten or a hundred illustrious men have been brought up in the society's school, and have ceased to be pharmacists.

HEALTHY PHARMACEUTICAL EDUCATION.

For pharmaceutical education to be healthy, it should be in response to the demand of pharmacists who feel it neces-

sary for their success. There will be no fear of superficial reading and cram when all are "anxious to obtain the knowledge for the purpose of carrying on an honorable calling." The anxiety to obtain knowledge is good security that it will be well learned, and the fact that it is for the purpose of carrying on the calling will insure its practical and habitual application. The school ceases to be creditable when its aim is to enable candidates to pass an examination, but is eminently creditable so long as it succeeds in fitting the scholar or helping him to fit himself to carry on the honorable calling of pharmacy with satisfaction to his customers and to himself. If it were possible for examinations to prove whether or not a candidate had "competent skill, knowledge, and qualification," it might be a legitimate procedure to have the teaching directed to the preparing of the student for the examination. But no examination can be a proof of qualification unless it includes the testing of a man's habitual work—work which he performs without an idea that it will be submitted to criticism. It is not knowledge which fits a man for the work of life, but the habit of doing that which knowledge shows to be desirable. Habit is of slow growth, and cannot be formed without considerable time. Much is said about the nervous candidate under examination, and justly so, but the opposite must also be kept in view, that many know what to do and how to do it when impelled by the desire to satisfy an examiner, yet they will not do so well behind the tradesman's dispensing screen. It is well to know how a duty should be done; it is better to be able to do it; the best thing is to do it habitually. In calligraphy a man may know what form letters may have; he may be able by taking care to form them as they should be formed; but he only is a good writer who habitually forms his letters well—well, that is, so as to be easily read, though written with facility and suited to the place they have to occupy. So is it with pharmacy; it is not the knowledge, not the ability, but the habit which makes the good man. There are few things which give so much insight into a man's habitual work and care as an inspection of his handwriting, provided you have a specimen which has been written without any view to its being criticized.

WHAT EXAMINATION DOES.

Examination does something towards providing that the graduate is competent for his business—examination plus a curriculum does something more, but the two together are not equal to the customer's experience, as an indication of whether a tradesman supplies the wants of the public. The public will have regard to the social or civil qualities, and the commercial side of the tradesman's character, and his habitual correctness in his transactions; and no amount of scientific drill will compensate for deficiencies on these points, about which his patrons would feel themselves competent to judge. A

readiness to take up new ideas, and new lines of policy, new views of subjects which may be entertained by those with whom we may be dealing, is often wanting in Englishmen, perhaps more especially in those who have had good schooling and a thorough drilling, rather than the education developed by practical work, and the contending with natural difficulties. A curriculum followed by an examination is like a brick-making machine, the clay is put in, the pressure is put on, and the square man is turned out; perhaps very soft at first; and it depends upon what quality he is made of—how he stands fire, and whether he remains square for the term of his days.

The knowledge which a man gains before examination should be like a bundle of roots, capable of growth, and, though some are likely to decay, others ought to go on developing and yielding him profit and pleasure for the remainder of his days. It does not follow that the knowledge which is most profitable is directly productive of the greatest number of pence. I have learned more botany since I passed my examination than I did before, and am not aware that I have profited a single penny directly from the acquaintanceship, but the profit of life is not counted entirely in pennies.

THE EXAMINATION ROOM V. THE PHARMACY.

The examiner puts a little difficulty into the hands of the candidate and insures that he has no interruption and nothing to distract his attention. In the shop a customer puts into his hands a prescription, and wants to talk the politics of the day while the medicine is being made up, and if the dispenser has any hesitation and fails to look happy under trying circumstances it is apt to be a bad job for him, and a worse job still if in the endeavor to conceal his difficulty he fails to do the right thing. Coolness will be just as difficult to maintain under the eye of the customer as under the observation of the examiner, who knows the difficulty which has been presented, and knows how much it is reasonable to expect from the sufferer under torture. Candidates are very like asafetida—if they have had a good grind and keep very cool they may pass through the sieve very satisfactorily, but under the influence of less rigorous surroundings they may again run into amorphous lumps. The curriculum and examination together are intended to do something towards securing that equality of opportunity which is so much desired by the simple-minded philanthropists of the present day, but so long as pharmacists have different fathers and mothers there will always be inequalities. The first question in the preliminary ought to be, "What is your mother?" and it would be a mercy if every candidate were rejected who could not say that his mother was a careful and thoughtful woman, from whom he had inherited and by whom he had had developed these same valuable qualities. If

this were happily so, the diploma would only be a touch of gold upon the true metal of which the man was made.

THE LIMITATION OF PHARMACISTS.

If pharmacists are to be skilled men, their numbers must be limited to so many as can make a living by the practice of that calling. The limitation might be by act of parliament, as we find in some other countries, or it might be by natural law. If act of parliament could secure pharmacy to the qualified man, and could ensure that no others should work the craft, natural law would probably do the rest. If the practice of pharmacy provides the income that enables a pharmacist to pay for eggs and bacon, he will probably prefer to practise pharmacy and eat eggs and bacon rather than sell eggs and bacon that he may live. The qualification required of the pharmacist might so far deter entries into the trade as to keep the numbers within the limit that would find enough work for each to keep his hands in practice and his mind stored with knowledge. The chief difficulty will always be the supply of fairly competent men in sparsely populated districts. This need cannot be neglected in any scheme worthy of national acceptance. The present minor, followed by a sufficient supply of work to keep the hand well in, would be enough to aim at for a generation or two, and would be better than the major degree followed by a subsequent stagnation from the want of work to do. The voluntary position of the major degree will still tempt the better class of men, and as an honorary and scientific distinction it may be made of a higher character than at present, but as a door to legal status it is for the time being too high. Great physicians, great lawyers, and great accountants are found in great populations. You may have great bigots in little villages, because bigotry grows greater by want of friction with fellow-men; or you may have great philosophers, because solitude and leisure encourage thought; but as men cannot be great pharmacists with little practice, in a truly rural district a major man will become minor by degrees, and beautifully less as his dispensing becomes less in proportion to his miscellaneous trade; still, he had better sell ducks' eggs than take to quacking himself. The only truly satisfactory position for pharmaceutical education would be that the public should so appreciate the advantage of their dispensing and the supply of dangerous drugs being in the hands of skilful men that there should be a demand for high-class pharmacists, and the demand for learned men should create a demand for learning. By no other process would the demand be a healthy, a natural, and a fruitful one.

THE POINTS SUMMARIZED.

To summarize my points:
Competent pharmacists are the product of practice.

Practice depends upon the fraction work
----- and one day or other of the fact-workers,

tors must be multiplied or divided till there is about a day's work per day for each worker.

In sparsely populated places there must be some trade associated with dispensing.

The best trade for the purpose is the sale of drugs upon trade principles.

The best education is that which a man naturally seeks to enable him to practise his calling with success.

The best examination is that which estimates the habitual endeavor to do good work.

"Pre-charter" circumstances developed many eminent pharmacists.

Post-charter circumstances have not developed greater, perhaps not even greater numbers of, eminent pharmacists.

—*Pharmaceutical Journal* (London).

Formic Aldehyde in the Treatment of Ringworm.

Having found that pure cultures of both forms of trichophyton quickly succumb to even the vapors of formic aldehyde, and that no subsequent growth was ever obtained from infested hairs which had been dipped in the 40 per cent. solution for five minutes, Dr. Salter was induced to try the local application of the remedy in the out-patient department of Guy's Hospital. Forty cases were operated on, the strong solution being applied with a brush or mop for ten minutes, the treatment being repeated every other day on four occasions, and then discontinued. Only five cases required the method to be repeated; in the rest the fungus was completely eradicated. The application causes irritation and discomfort for a brief period, but does not vesiculate the scalp; it produces, however, a thick crust, to remove which an emollient should be employed. A remarkable complication was noticed; in a few cases œdema of the face was noted some hours after the painting. In one case this was so marked as to prevent vision, from swelling of the eyelids; there was no pain, redness, or constitutional disturbance, and it quickly passed off.—*Pharmaceutical Journal*.

Female Pharmacists in Hungary.

The Hungarian Minister of Education issued regulations on August 10 of this year under which women will be allowed to take up the calling of pharmacy, being subjected to the same regulations concerning the time of study, experience, etc., as are already enforced for the men. It is an open question whether the women who have passed the State examinations under the Hungarian regulations will be permitted to practise in Austria. As yet no official action has been taken in the matter by the Austrian Government.

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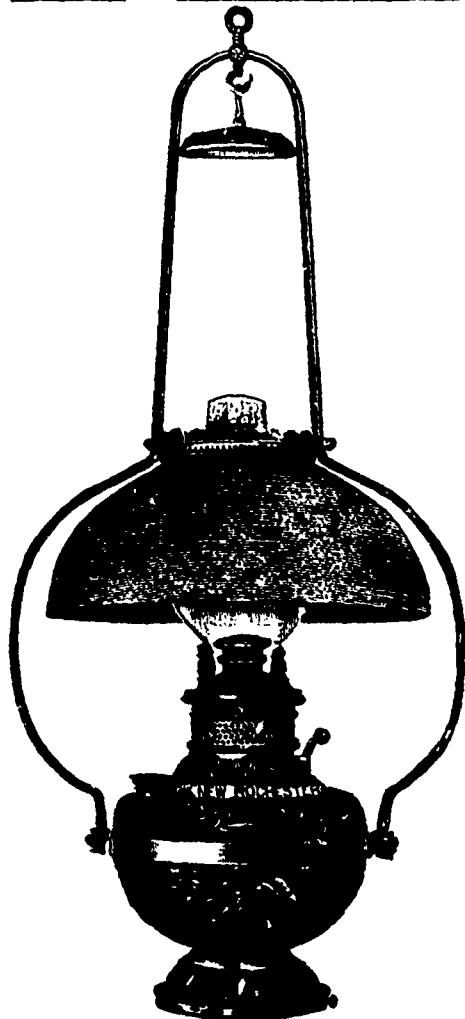
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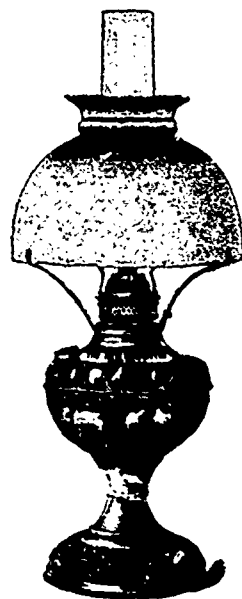
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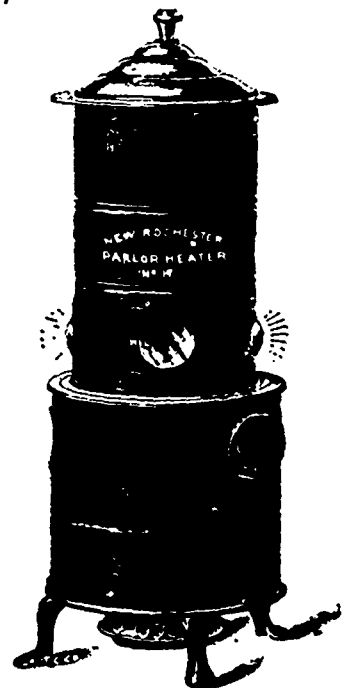
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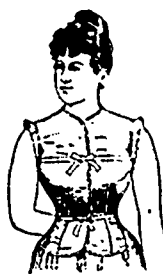
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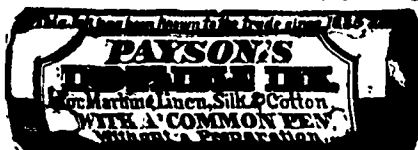
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Pharmaceutical Association, Province of Quebec.

PRELIMINARY EXAMINATION—OCTOBER 1ST, 1896.

TRANSLATE INTO ENGLISH.

"Quand Télémaque s'approche de la ville, il fut bien étonné de voir toute la campagne des environs, qu'il avait laissée presque déserte et inculte, cultivée comme un jardin et pleine d'ouvriers diligents."

TRANSLATE INTO FRENCH.

Cæsar spent his money with lavish extravagance to increase the number of his friends and partisans, and his opponents had hoped that the exhaustion of his finances would put a stop to his machinations.

ENGLISH GRAMMAR.

1. Write out and punctuate the passage dictated. 2. Mention the various ways in which are formed (a) the plural form of nouns, (b) the feminine form of nouns. 3. Criticize the following: (a) He appears to enjoy the universal esteem of all men. (b) Alarmed at the news, the boat was launched at once. (c) The attempt was found to be impracticable. (d) They seemed to be nearly dressed alike. 4. Explain with examples the difference in meaning between *may* and *can*, *shall* and *will*, *farther* and *further*. 5. Give the principal parts of the following verbs: Thrive, hew, seethe, sew, wring, awake, swim, bid, flee, fly.

LATIN.

Translate as literally as the idiom of the language allows: 1. "Hoc praelio facto, reliquas copias Helvetiorum ut consequi posset Cæsar curat pontem in Arare faciendum, atque ita milites transduxit. Helvetii repentino ejus adventu commoti, legatos ad eum mittunt." 2. In what case is each of the following words: Praelio facto, reliquas copias Helvetiorum? 3. Decline together pontem faciendum. 4. Give the derivation of commoti, and tell with what substantive it agrees. 5. Conjugate the tenses to which the following forms belong: Posset, curat, transduxit.

ARITHMETIC.

1. If a gallon contains 277.274 cubic inches, find the contents in bushels of a bin 18 feet long, 6 feet wide, and 9 feet deep. 2. What is the value of $\frac{1}{11}$ of $\frac{1}{12}$ of a vessel, if a person who owns $\frac{1}{11}$ of it sells $\frac{1}{7}$ of $\frac{1}{2}$ of his share for \$1,400? 3. What sum will amount to \$3,213 in ten years at 8 per cent. simple interest? 4. Two pipes together fill a cistern in one hour; one of them alone fills it in $1\frac{1}{2}$ hours. In what time will the other fill it? 5. If, by selling goods for \$182, 6 per cent. is lost, for what sum must they be sold to realize a profit of 7 per cent?

GEOGRAPHY.

1. Name the principal oceans and seas of the world. 2. Name the provinces

and territories of Canada, with their capitals. 3. Name the principal railways running through Canada. 4. Locate the following: London, Glasgow, Mississippi, Thames, Seine, Berlin, Egypt, Constantinople, Washington City, the Russian Empire.

HISTORY.

1. Name the Stuart sovereigns of England, and give what you think is the most important event in the reign of each. 2. Give the name and date of the first permanent settlement established in America by the English and the French respectively. 3. Give a brief account of the explorations of Columbus, Cabot, Cartier, and La Salle. 4. Give some resemblances and some differences between the constitution of Canada and that of England. 5. Give the cause and chief events of the "Hundred Years' War."

MINOR EXAMINATIONS, QUEBEC, OCTOBER 13TH, 1896.

MATERIA MEDICA AND TOXICOLOGY.

1. Ergot—from what obtained. What are the parts used? Give medicinal properties, official preparations with strength and doses. 2. Give formula, proportion of active ingredients, and doses of the following: P. Ipecac Co., Tr. Digitalis, Liq. Arsenical., Tr. Nuc. Vom., Vin. Colch. Tr. Bellad., and Infus. Digitalis. 3. What is Tolu and Asafotida? Whence and how obtained? Name B. P. preparations of each. 4. Cantharides—what is it? Give habitat. Name its active principle, its best solvent, and official preparations and doses. Male fern—from what obtained? Name parts used, mode of preparation of official liquid and its uses.

CHEMISTRY.

1. Two (2) fluid ounces of Muriatic Acid weigh exactly 1000 grains. What is its Sp. Gr.? Is it B. P. strength? If not, what should it be, and how much should one fluid ounce B. P. weigh? What is the percentage of HCl gas in Ac. Hydrochlor. B. P., and also Ac. Hydrochlor. dil.? 2. Define combustion, the law of diffusion of gases. Which is the most diffusible, O. or H.? 3. Describe a Bunsen's burner and its flame. Give advantages thereof and use in the chemical laboratory. Give full description of process for making Soda Bicarb. B. P., accompanied with equations? How would you distinguish a solution of Bicarbonate from one of Carbonate?

PHARMACY.

1. Ung. Hydrarg. Nit.—Give full B. P. process of manufacture. What is the formula and strength of the Ung. Hyd. Nit. dil.? 2. Dialysis—What is it, and by what phenomenon is it produced? Explain the process. Which substances remain and which pass through the dialyzer? Give name and full process of one official preparation. 3. Granulated Effervescent Salts—What are the common and indispensable ingredients of

these, and why? Give process for making Mag. Sulph. Eff. B. P., and proportion of active ingredients. 4. Criticize fully the following R's, and how would you dispense them? Write directions in French:

R. Potass. Cit. 4 dr.
Quin. Sulph. 24 grs.
Ac. Citric, q.s.
Fluid Ext. Glycyrrh. 2 oz.
Syr. Tolu. ad 4 "
M. omni tertii horis ex aqua.
R. Quin. Sulph. 20 grs.
Ac. Sulph. dil. q.s.
Potass. Iodidi. 2 dr.
Syrupus. 1 "
Aq. ad. 8 oz.
M. Coch. mag. t.i.d.a.c.
R. Cocaine Mur. 5 grs.
Sodii Bibor. 15 "
Aq. Rosæ. 1 oz.
M. Collyr—Ut modo dictu.

MAJOR EXAMINATION.

MATERIA MEDICA AND TOXICOLOGY.

1. Give source, habitat, parts used; natural order, physical characteristics, and B. P. preparations, with strengths and doses of the following: Aconite, Belladonna, Fox Glove, Cascara, and Hops. 2. Physostigmine—What is it, and from what obtained? Give therapeutical properties, name and strength of official preparation. 3. Strophanthus—What is it, and from what obtained? What are its medicinal properties and active principle? Give B. P. preparation, and full process for making, and dose. 4. Give antidotes for iodine, salts of arsenic, salts of copper, and cyanide of potassium, and how to prepare them.

CHEMISTRY.

1. Calculate the percentage of Ca_2HO in lime water, 438 grammes of which are neutralized by 20 c.c. of volumetric solution of $\text{H}_2\text{C}_2\text{O}_4$. Is it B. P. strength? If not, what is B. P. strength? 2. Give formula of Oleate of Lead, and equation illustrating its preparation. Is it official, and, if so, under what name? 3. What is the formula of Persulphate of Iron? Give mode of preparation and equation of Liq. Ferri Persulph. B. P., its sp. gr. and tests. 4. How much Sulphide of Antimony will be required to make 10 lbs. of Tartar Emetic? Show work of calculation.

BOTANY.

1. To what natural order belong the following plants? Give a general description of the principal parts of each one, and the names under which they are known in pharmacy. Thorn, Apple, Hemlock, Dandelion, Birley, and Gold Thread. 2. When a seed of wheat is put into the ground under favorable circumstances, what physical and chemical changes take place? Describe the plant from step to step in its growth to maturity. 3. Diagnose the natural orders—Liliaceæ, Atropaceæ, Rosaceæ, Graminaceæ. 4. What is a leaf, of what is it composed, what are its functions in the vegetable economy? What is the difference between an evergreen and annual leaf? Do evergreen leaves fall off at stated periods?

What do you understand by a deciduous leaf? What forms do the leaves of the Liliaceae assume?

PHARMACY.

1. Ac. Hydrocyan. dil. B.P. What are its characteristics? Give its chemical formula, percentage strength (by weight or volume). How is it prepared? Indicate and explain the process of titration of the B.P. State how it should be preserved, and why? 2. What is the menstruum employed in the preparation of Ext. Cinch. Liq. B.P. and Ext. Nux. Vom. B.P. Give percentage of alkaloids in each. Indicate and explain the process of titration of each. 3. What is the volume in c.c. of 500 grammes of Glycerine sp. g. 1.25, and how many c.c. of water should be added to it to reduce it to sp. gr. 1.18? A full account of the calculations must be given. 4. What is meant by Therapeutical, Pharmaceutical, and Chemical incompatibility? Give an example of each? What is the duty of the dispenser in either of these circumstances?

Pharmacy Examinations.

The Board of Examiners of the Pharmaceutical Association of the Province of Quebec held their semi-annual examinations for major and minor candidates in Laval University, Quebec, on Tuesday and Wednesday, when ten candidates for the major and nineteen for the minor examinations presented themselves. Of these the following passed, and are named in order of merit, namely: As Licentiates of Pharmacy, A. C. Paquette, Joseph Routhier, T. E. Huot, and Achille Goyette; as Certified Clerks, A. Lemoine, W. F. Roach, Norman Holden, A. Lebeau, A. P. Fortin, A. E. Clement, J. P. O. Boisseau, A. Chretien, and Phillias Theriault, the remainder of the candidates being referred back for further study. The candidates were examined by written and oral examinations, and the subjects examined upon were: *Materia medica* and toxicology, chemistry, botany, pharmacy, practical dispensing, reading of prescriptions, and weights and measures.

The examiners were W. H. Chapman and A. J. Laurence, Montreal; R. W. Williams, Three Rivers; A. E. DuBerger, Waterloo; and J. Emile Roy, Quebec; E. Muir, Montreal, acting as secretary of the Board.

The next examination will be held in Montreal in April, 1897.

Filmogen—A new dermatological varnish, introduced by E. Schiff. The film is elastic, smooth, and may be medicated with any of the medicines used in dermatology. It is also known as *Liquor adhesivus Schiff*.

Glutoform, also called glutol, is a formaldehyde gelatin.

Pharmacist and Physician.

If there are two classes of men who should go hand in hand through this life of trials and tribulations, comforting each other as they go with hope of a just reward in the hereafter, these two classes are the pharmacist and the physician.

Does this spirit of mutual dependence exist?

Does the physician accord to the pharmacist the consideration which is due a professional man? Is it not true that physicians too frequently look upon pharmacists as mere mixers of drugs, and that they forget that pharmacy, like medicine, is based upon a study of various branches of science? Any one whose opinion is worthy of consideration must acknowledge that pharmacy has risen to the dignity of a profession, and it is comforting to notice that physicians appreciate this fact in proportion to the extent of their knowledge of their own profession.

It is this tendency on the part of the enlightened physician to extend and accord equal professional rights and courtesies to the pharmacist that causes me to believe that the future relationship of the professions will become more cordial as the years pass by.

Higher standards of education are being adopted by both professions, and it is within the bounds of possibility that in the course of a few years each and every pharmacist will be a chemist in the true sense of the word.

The fact that a pharmaceutical branch has been added to the medical department of our Texas University is proof of the advancement of the profession of pharmacy, and it should be the object of every pharmaceutical apprentice to take advantage of the opportunity thus afforded and gain a scientific education.

It is the educational progress of the two professions, therefore, which must determine the future relationship of the physician and pharmacist, and to hasten this progress should be the aim of one and all.—*Bulletin of Pharmacy*.

Constituent of Cork Soluble in Ether.

Having found that some commercial ether in corked bottles, when evaporated, left a crystalline residue, while that contained in glass-stoppered bottles gave none, Koch attributes this to the body mentioned by Siewert, Kugler, and Chevreuil as being contained in cork and soluble in ether and alcohol, to which Siewert gives the formula $C_{17}H_{25}O$, calling it phellyl alcohol. At first Koch regarded the residue as sulphur, but on redissolving it in carbon bisulphide and evaporating needle-shaped crystals and not the characteristic rhombohedra of sulphur were obtained.—*Rev. Pharm.*

Aseptoline—A preparation for hypodermic medication, said to contain crystallized phenol and pilocarpin.

Tannoform.

This compound of formaldehyde and tannin, introduced by Merck, has been extensively employed by Buck and Moor as a dressing in various forms of skin diseases. It was employed either pure as a dusting power, or in a 20 per cent. ointment with lanolin and vaselin. It has also been serviceable in the dressing of surgical wounds, old infectious sores, bedsores, ulcers, and other lesions. In all cases the anti-septic and drying effects were very marked, and there was no irritation of the skin. The authors also used it with satisfactory results as an internal remedy in infantile diarrhoea.—*B. M. J.*

Preparation of Gelante.

Gelante is the name given by Dr. P. Unna, of Hamburg, to a new dressing for certain affections of the skin, composed of gelatin and tragacanth. The method of preparing gelante, according to *La Semaine Médicale*, is as follows:

Any convenient quantity of tragacanth, in small pieces, is covered with thirty times its weight of cold water and is set aside to macerate for one month. At the end of this time it is exposed to hot steam for one day, with frequent stirrings from time to time, and finally squeezed through a piece of tarlatan. In another vessel the same quality of gelatin is allowed to soften in cold water, and is then submitted to the action of steam under pressure until solution is effected. The two materials (gelatin and tragacanth) are then united, and the mixture is submitted to the action of steam for two days, and finally passed through tarlatan under pressure. To the colate thus obtained add 5 per cent. of glycerine, 2 per cent. of thymol, and sufficient distilled rose water to mask the odor.

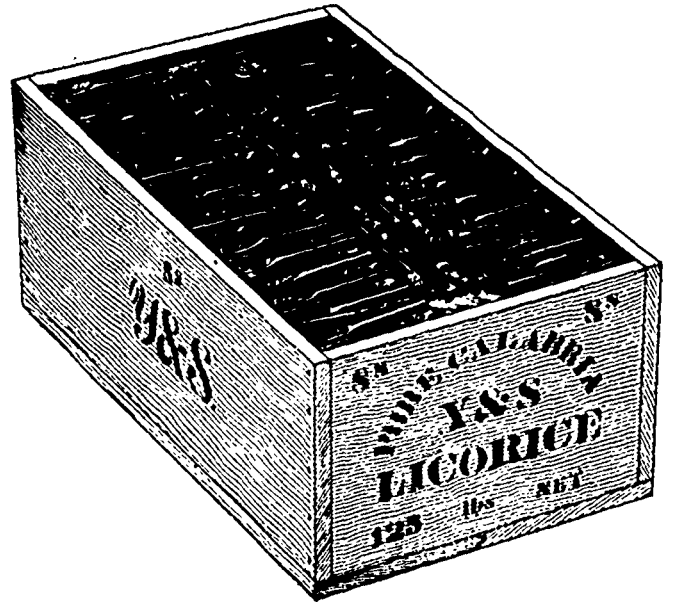
The liquid thus obtained contains $2\frac{1}{2}$ per cent. each of gelatin and tragacanth. When spread on the skin it dries quickly, making a soft smooth covering. Quite a number of medicaments may be incorporated with this varnish, and some of them in very considerable quantities. Thus ichthyol may be incorporated up to as high as 50 per cent.; salicylic acid to 40 per cent., and a similar amount of resorcin and pyrogallol; phenol to 5 per cent., and sublimate to 1 per cent. Substances incompatible with each other in aqueous solution (as, for instance, salicylic acid and the various salts of ichthyol) remain without action on each other when incorporated in gelante.

It is claimed that gelante dries more rapidly than any other water-soluble varnish, while it is more refreshing to the skin, and its action is more pronounced than dressings of fats and oils.—*National Druggist*.

Mildiol is the trade name for a disinfectant material prepared from creosote and mineral oils.

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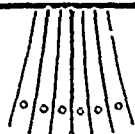
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Cocoa, Coco, Coca.

By P. CARMODY, F.I.C., F.C.S., Government Analyst and Professor of Chemistry, Trinidad.

The substances, or preparations made from them, represented by the above names—the spelling and pronunciation of which are so remarkably alike—are now in common everyday use. As all of them are products of tropical or sub-tropical climates, and as there prevails for them at the present time a method of spelling so promiscuous that it is apt to mislead any persons not intimately acquainted with these substances into a belief that they may have a common origin, or are at least closely related, a short description of the three may prove of some utility. As a matter of fact these substances are in no way related. Cocoa is the product of a tree not unlike an apple tree in general appearance; most of the many coco preparations, such as coconut oil, coconut cake, coconut fibre, etc., are derived from the nut of the lofty coco-palm; whilst a shrub of medium size yields coca. So far as common commercial products are concerned, the useful part of the first is the bean, of the second the nut, of the third the leaf.

Almost everyone is familiar with cocoa or with chocolate, of which cocoa is the basis. Chocolate creams and the many similar preparations sold by confectioners have in recent years become deservedly popular, and have contributed to increase the consumption of cocoa to a marked extent. For certain reasons, more or less plausible in their nature, cocoa is rarely sold in a pure condition. But whether sold pure, or mixed with starch by manufacturers of prepared cocoas, or with sugar in chocolate, the part of the tree that supplies the pure cocoa is the small bean or seed, each measuring about three-quarters of an inch in length by half an inch in width. The color of the cured seeds is a rich brown, commonly known as chocolate color. Thirty or forty of these seeds are contained in an elliptical pod of a pale green, yellow, or apple-red color, and somewhat resembling a vegetable marrow in shape. This pod is thick, soft, and fleshy, and of no use whatever for commercial purposes. As soon as the pod is picked it is cut crosswise in the middle, to allow the seeds in its interior to be transferred to a receptacle for conveyance to the curing-house, and the pod is then thrown on the ground to rot, which it does very rapidly. The bean contains half its own weight of fat, and this large proportion is said to be the cause of the conflict that takes place between cocoa and weak stomachs. Manufacturers of prepared cocoa lessen this proportion of fat in two ways: (1) By adding a large proportion of starch; (2) by extracting the fat by the combined action of heat and pressure. The fat so extracted is now largely used in confectionery, and in medicine in the preparation of suppositories. The common name for it is almost invariably written *cacao* butter. This consistency in the spelling is due to

the fact that the influence of the botanical and scientific spelling is strong in medical literature, and is in striking contrast with the form of spelling now so commonly used by manufacturers and the public generally. From what has been stated above, it will be seen that the pod has no commercial value, and that the bean and its fat are the only simple products of the tree known to commerce.

The coco-palm yields a nut very different in size, shape, and structure to the pod of the cocoa tree. It is about as long as a cocoa pod; its thickness, however, nearly equals its length, and although it has three distinctly flat sides, the general form is somewhat globular. The color of the outer skin is green, sometimes with a slight golden tinge. Inside this skin is a thick layer of fibre—the coconut fibre of commerce—and inside this fibre is a hard shell about a quarter of an inch thick. This shell and its contents are familiar enough on our greens on fair days and bank holidays. The contents may be either in the liquid or solid form. In the fresh nut the liquid predominates, and is a very refreshing and acceptable drink in tropical countries; in the older nuts the liquid evaporates, leaving behind a beautiful white crust about half an inch thick, and adhering all round to the inner coat of the shell. This crust, in the form of desiccated shreds, is now very extensively used in confectionery. For other purposes it is dried in large pieces, and then ground into meal. This meal is placed in hydraulic presses, and at the ordinary temperature of the tropics the coconut oil of commerce oozes out in limpid water-like streamlets. The freshly-expressed oil is particularly sweet, and is often used for cooking purposes, especially by East Indians. As a lubricant for machinery it has an extensive use locally, and in every part of the world it is largely used for soap-making.* By a special process coconut oil can, it is said, be converted into an excellent substitute for butter, and the substance so prepared is called coconut butter, or sometimes coco-butter. The words "butter" and "oil" are unfortunately applied to products obtained from both cocoa and coconut.

The leaves of coca (or cuca) are either chewed with lime or other alkali, or made into a beverage in the same way as tea; but in this country an extract of the leaves in combination with wine, sugar, or chocolate is more popular, because more convenient and agreeable. Coca and coca preparations are well known to be excellent tonics and restoratives, especially in cases of nervous exhaustion. The leaves and the extract made from them are the two principal products known to commerce; but the alkaloid cocaine is now widely known, and has a high reputation as a local anæsthetic.

Though very regrettable, it is not surprising to find that words the spelling and pronunciation of which are so very

similar should frequently be employed in such a manner that confusion must inevitably follow. This is particularly the case with the first two. How frequently do we find coconut fibre, coconut cakes, coconut oil, desiccated coconuts printed thus in price-lists, catalogues, and text-books? The spelling suggests that they are products of the cocoa tree; and yet the writers must know that the cocoa tree yields no fibre, that cakes made from cocoa are invariably called chocolate (often with the addition of some qualifying word), that the cocoa bean is never sold as desiccated cocoa, and that the oil or fat of the cocoa bean is sold by the distinguishing title of cacao butter. This latter product is never used as a substitute for butter, while the oil from the coconut is. In some technical books the latter is written cokernut, apparently with the object of avoiding ambiguity, but certainly at the expense of elegance. The systematic use of the following spelling for the products of the coco-palm would be a distinct advantage over present methods: Coconut fibre, coconut oil, desiccated coconut, etc., etc.

The confusion is the greater, because of the fact that both cocoa and coconut enter now so largely into confectionery and various articles of food; and it is likely to become more so with the introduction of new combinations and preparations. The list of chocolate preparations is already of formidable length and complexity. A recent addition, formed by a combination of two of the articles with which this paper deals, is "Chocolate-cuca," or "Cuca-chocolate," or sometimes "Cuca-cocoa." We have also "Cocaine" (an essence of cocoa, prepared by the firm of Epps), and "Cocaine" (the poisonous alkaloid of coca), dangerously alike in spelling. "Cocoina," another trade name, is safer, but helps to increase the confusion.

In the interests of the public, it is desirable that ambiguity in the names of substances of common occurrence should be avoided whenever possible. On examining the conflicting words themselves, one cannot help being struck with the fact that of the three "Cocoa" is the one most open to criticism. It is evidently a corruption of "Cacao," which is the word commonly used to this day in cacao-growing countries.

Theobroma cacao is the botanical name originally given by Linnæus, and we commonly adopt the latter word in "cacao butter," but nowhere else. Writers on cacao, who have resided for any length of time in the tropics, almost invariably adopt the local and botanical spelling. The word "Cacao" is pronounced *kah-ka*, and runs as smoothly and euphoniously in conversation as the form we have adopted. The only other possible remedy is the adoption of "cokernut" for "coconut"; but this is an inelegant vulgarism, and cannot be recommended or justified. Although the writer has in this paper used the common form of spelling, he is distinctly in favor of the adoption of

* Cacao butter is also made into a soap.

"Cacao" for "Cocoa," leaving coco and coca as at present; and if educated writers systematically adopted this course, the word "Cocoa" would gradually disappear, and with it most of the confusion that at present is the consequence of the remarkable similarity in the orthography and pronunciation of these words.—*Chemist and Druggist.*

Marine Glue.

The true marine glue is a combination of shellac and caoutchouc in proportions which vary according to the purpose for which the cement is to be used. Some is very hard, and some quite soft. The degree of softness is regulated by the proportion of benzole used for dissolving the caoutchouc. Marine glue, according to *Work*, is more easily purchased than made, but when a small quantity is needed the following recipe will give very good results:—Dissolve 1 part of india rubber in 12 parts of benzole, and to the solution add 20 parts of powdered shellac, heating mixture cautiously over the fire. Apply the with a brush. The following is said to yield a strong cement:—10 parts of caoutchouc or india rubber are dissolved in 120 parts of benzine or naphtha with the aid of a gentle heat. When the solution is complete, which sometimes requires ten or fourteen days, 20 parts of asphalt are melted in an iron vessel, and the caoutchouc solution is poured in very slowly, in a fine stream and under continued heating, until the mass has become homogeneous and nearly all of the solvent has been driven off. It is then poured out and cast into greased tin moulds. It forms dark brown or black cakes, which are very hard to break. This cement requires considerable heat to melt it, and to prevent it from being burned it is best to heat a piece of it in a water-bath until the cake softens and begins to be liquid. It is then carefully wiped dry and heated over a naked flame, under constant stirring, up to about 300° Fahr. The edges of the article to be mended should, if possible, also be heated to at least 212° Fahr., so as to permit the cement to be applied at leisure and with care. The thinner the cement is applied the better it binds.—*Oils, Colors, and Drysalterics.*

Montreal College of Pharmacy.

The students in attendance at the Montreal College of Pharmacy have formed their association for the year, and elected the following officers: President, Oscar Thibault; vice-president, Hercule Guern; secretary, Victor Archambault; treasurer, Arthur Lapointe; marshal, Leopold Bernard; committee, R. Casgrain, L. Bedard, P. Bergeron, E. R. Grignon, G. Clerk, A. Bachaud, L. Martin, and G. Richards.

Divine Tobacco.

Divine in hookahs, glorious in a pipe,
When tipp'd with amber, mellow, rich, and ripe;
Like other charmers, wooing the caress;
More dazzling when daring in full dress;
Yet thy true lovers more admire by far
Thy naked beauties—give me a cigar?—*Byron.*

Glad tidings for smokers! The Victorian branch of the British Medical Association has decided that members may smoke at all the meetings after the living exhibits—the patients—have been shown. This resolve is not the outcome of any fad, or sudden and unpremeditated move; it is the solemn, well-digested conclusion of an eminent body of men, who, like the members of the Physiological Society of London, are alive to the comforts derived from a cigar and a pipe, and members frankly admit that it will be the means of creating a better attendance and more interest in the proceedings of the association. Dr. O'Hara was the prime mover, and he justified his action on the ground of his firm conviction that smoking would materially benefit the meetings and create a greater spirit of *bonhomie* and good fellowship than had existed. The only objection raised to the proposal was that it might lower the dignity of the association, but this was easily disposed of. Dr. Harbison delivered a lengthy speech in favor of smoking, treating the meeting freely to his views on the beneficial effects of the judicious use of the seductive weed and its sedative operation on an overworked or worried brain. After meals it promoted, or at least facilitated, digestion, inasmuch as the glands of the stomach, being reflexly stimulated, poured out an additional supply of gastric juice. He appropriately prescribed—

For each a smoke I prescribe; *ter in die et post ibi.*

He drew some happy pictures of the club smoke room, and the intense comfort suggested by the dreamy languor of the after-dinner indulgent as a contrast to the impatient anti-smoker, and wound up with the beautiful lines ascribed to Lord Byron:

I had a dream—it was not all a dream—
Methought I sat beneath the silver beam
Of the sweet moon, and you were with me there,
And everything around was free and fair;
And from our mouths upcurled the fragrant smoke,
Whose light blue wreaths can all our pleasures
yoke,

In sweetest union, to young Fancy's car,
And waft the soul out through a good cigar
There, as we sat, and puffed the hours away,
And talked and laughed about life's little day,
And built our golden castles in the air,
And sighed to think what transient things they
were—

As the light smoke around our heads was thrown,
Amidst its folds a little figure shone—
An elfin sprite, who held within her hand
A small cigar, her sceptre of command,
Her hair above her brow was twisted tight off
Like a cigar's end, which you must bite off:
Her eyes were red and twinkling like the light
Of Eastern Hookah, or Meerschaum, by night;
A green tobacco leaf her shoulders graced,
And dried tobacco hung about her waist:
Her voice breathed softly, like the easy puffing
Of an old smoker, after he's been stuffing.
Thus, as she rolled aside the wanton smoke,

To us, her awe-struck votaries, she spoke:
"Hail, faithful slave! my choicest joys descend
On him who joins the smoker to the friend;
Yours is a pleasure that shall never vanish,
Provided that you smoke the best of Spanish;
Puff forth your clouds!"—(with that we puff'd
again)—

"Sweet is the fragrance!"—(then we puff'd
again)—

"How have I hung with most intense delight
Over your heads when you have smoked at night,
And gratefully imparted all my powers
To bless and consecrate the happy hours!
Smoke on!" she said. I started, and awoke,
And with my dreams she vanished into smoke.

—*Pharmaceutical Journal of Australasia.*

Prescription Ownership.

The ownership of a prescription, after the doctor has received his fee for prescribing, has been repeatedly discussed in pharmaceutical and medical prints and before assemblies of pharmacists and physicians. In our humble opinion, we hold that the prescription belongs to the patient just as much as any document he may have prepared by any professional man and for which he pays the stipulated charges. We will give our reasons for this opinion for what they are worth, and not with any presumption that they will prove particularly convincing to those who are inclined to an opposite view.

A prescription, written to meet certain symptoms in a case, is filled by the pharmacist and the patient uses the medicine. Suppose the compound was intended to relieve a cough or an asthmatic condition, and the symptoms were alleviated, but not entirely removed, after the use of one bottle. The patient thinks it unreasonable for a physician to expect him to pay a second fee for an order to have the original prescription refilled. Eventually, the patient recovers, and later on, should he suffer a recurrence of symptoms that seem to him identical with those for which he previously used the prescription, he will, in all probability, have the medicine again made up from it.

To be sure, if his self-diagnosis is faulty, the medicine will fail to accomplish the desired end, but for that the owner, and not the prescriber, is responsible. He may even go so far as to recommend it to his friends, and perhaps give them copies of it for their individual use. This is certainly overstepping the bounds of propriety, but we see no way to prevent it. He reasons that since he has purchased the doctor's opinion as represented by the prescription, he has a right to use it as he sees fit. The doctor, however, in most instances, will have an opportunity to "get even" in point of fee, when called upon to undo the injury done by medicine wrongly used.

The average patient sees no distinction between the doctor and any other professional man. When he applies to a lawyer for advice, or has a legal document prepared, and pays the fee, he believes he is privileged to use either again without consulting the attorney should a like occasion arise. He may even permit a friend to make and use a copy of some

legal form he has obtained, if he thinks it fits the case in which the friend is interested. Both are likely to be mistaken as to the application of the form, and the lawyer, later on, when called to unravel a legal tangle, will be in a position to secure a larger fee than the one the thrifty (?) friend endeavored to save.

An oculist, after careful tests, prescribes certain lenses to suit a patient's eyes. The glasses are purchased, and an acquaintance of the purchaser tries them superficially, and thinks they "just suit him." He gets the number of the prescription and procures a pair for himself. They may not be at all adapted to his use, and, perhaps, do his eyes harm. The oculist is powerless to prevent such a procedure.

If people will do these things, and such notions of economy are quite common, the professional men may rest assured that their business will eventually sustain no loss, although they miss the immediate patronage.

It occurs to us that the best way is to concede the ownership of the prescription to the person who pays for it, and not worry as to what subsequent use he may make of it—that's his affair—it will work out right for the physician in the end.—*H. L. Grimes, Ph.G., in The Spatula.*

Retail Drug Advertising.

A well-stocked drug store fairly bristles from end to end with interesting features and specialties that are highly susceptible to good advertising.

Very few first-class druggists are disposed to push the sale of proprietary medicines, except such simple remedies as they put up themselves. Most every druggist has his cold remedy, his corn cure, his dyspepsia cure, his tonics and laxatives. If these articles are good and he knows it, he has a perfect right to advertise them for all they are worth. If he is wise, he will not, at the risk of his reputation as a reliable druggist, puff them beyond their true merit.

No druggist should advertise one of his remedies until, by testimony and observation, he learns that it will perform the cures for which it was made.

The most of the druggist's trade hinges directly upon his reputation. He risks his reputation every time he prints a questionable claim.

His advertisements may be bright, sparkling, forceful, without being tinged with a particle of falsehood.

To be successful his advertising ought to dwell on carefulness in the handling and purity of drugs.

The druggist who advertises cut prices is running a mighty big risk. People get suspicious right away and steer clear of his place, especially when they have prescriptions to be filled.

The man who jumps at a shoe bargain or a hat bargain will generally fight shy of a pill bargain. He thinks there is no serious risk in wearing a cheap hat or a

cheap pair of shoes, but he has a horror of taking medicine that was bought at a bargain counter.

Buying medicine is like buying boats and life-preservers; unless they're just right, they're not safe, and, if they are not safe, nobody who has sense wants them at any price.

When a person buys medicine he wants to feel that he is getting the right thing. A few cents' difference between the best and something else of a shaky quality doesn't stand in the way. A person of judgment will take the best because it is the safest.

Drug store ads ought to be interesting. They ought to be sensible. They ought to be clean. Each ad ought to tell some particular thing about some particular article.

There ought to be the sort of argument in every ad pertaining to prescriptions that would help to establish the druggist in the public mind as a scientific man—a specialist. A three- to six-inch space in the local papers is about the correct thing for continuous advertising.

Snappy little leaflets and cards can be used to advantage as auxiliary advertising. Coarse, cheap, smudgy-looking dodgers should be avoided. Drug-store literature ought to be clean and dainty, short and clear, free from bluster and boasting. The advertising ought to be varied to fit the physical needs of the seasons and climates.

Porous plasters, liniments, cough mixtures, lozenges, chest protectors, hot-water bottles, and all other articles designed as insurance against coughs, colds, pneumonia, rheumatism, etc., ought to be advertised during cold, rainy weather. In hot weather people get thirsty; they also get cramps; flies and insects come to annoy them; delicate faces get sunburned. The wide-awake druggist ought to push his drinks, face-lotions, insect powders, and so on, to meet the hot-weather wants of the people.—*Trade Magazine.*

A Most Reprehensible Practice.

The following pertinent editorial appeared in a late issue of the *Western Drug Record*:

"It often happens that an old bottle is brought into the drug store to be filled with some preparation different from that which the vial originally held. A new label is pasted over the old one and that ends the transaction.

"But sometimes it does not end it. Suppose the first sale was tincture of gentian and the second tincture of aconite, and the pasting of the last label over the first happens to be carelessly done. After a month or so the aconite label peels off and that potent poison is now labelled gentian. The owner of the bottle needs a bitter tonic, looks to see if he has one among the bottles, finds the aconite plainly marked gentian, takes a tablespoonful, and perhaps dies. Is not the possibility

of such a mishap sufficient incentive to a druggist to make the resolve that he will mutilate or remove the old label before applying the one necessary to designate the new contents? He should at least never fill a bottle with a deadly drug and superimpose its label over one designating a harmless preparation.

"A case is recorded which, though different, exemplifies the danger of sticking one label over another. In this case a dose of creosote was administered instead of castor oil, with fatal result. The bottle held castor oil originally, and was sent to the druggist to be filled with creosote. The creosote was properly labelled 'poison,' and named, but the old label, not removed, was so sodden with the oil that the grease penetrated through the creosote label and made it transparent, the words 'castor oil' appearing more legibly than the written word 'creosote.'

"There is, therefore, good reason for saying that the passing of one label over another is not a safe practice. How often do we see as many as four or five on a bottle! Indeed the writer once removed six labels from a bottle in order to get down to bed rock. In this instance the labels were all alike, and, strange to say, bore the imprints of the same firms—a pleasant evidence of unwavering patronage."

Unfortunately, the practice here alluded to is but too prevalent, the only wonder being that mishaps in such instances are not altogether of more frequent occurrence. The writer himself for years has been compelled to witness the exhibition both of criminal carelessness and slovenliness. To find three, four, five, six labels pasted one over the other was a matter of daily occurrence, and it is to be wondered at that the people do not resent such slipshod practices.

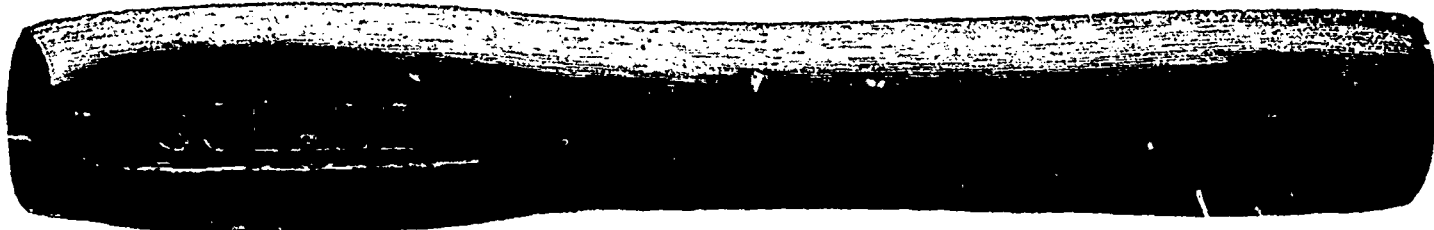
Never should one label be passed over another, not even under the reserve contained in the above quotation. And as far as prescription work is concerned, in case of refilling, the same label should not go out twice, but be replaced by a fresh one every time, for the sake of neatness and to avoid offending the already nauseated patient by disgusting-looking medicine vials. Labels are so cheap. With a stout jack-knife in the tool drawer, reserved for the purpose, it is the work of but a moment to scrape away the most obdurate label, at least to destroy its identity, while a moist rag will do the rest. Or in the winter time a vessel with hot water always may be ready for the purpose, the bottle being quickly plunged into the water and as quickly withdrawn, repeating the operation until the label has become softened. There is little risk of fracturing the glass, as the writer can testify from experience.

Salol collodion is formed by the action of salol camphor on nitro-cellulose, and is described (*Méd. Moñ.*) as a viscous paste resembling collodion.—*Drysalterics.*

“Solazzi”

THE CHEMISTS' BRAND

Liquorice Juice



The Testimony of “The Lancet”

The following is from “The Lancet” of March 30th, 1895:

“The above brand has long been known to be of standard purity. We found the specimen to be completely soluble in water, and entirely free from impurities of any kind. It is, therefore, well adapted for the pharmaceutical purpose for which it is so useful, while as a popular demulcent it is both safe and reliable.”

Recommended also by “The British Medical Journal,” “Health,” “The Chemist and Druggist,” “Food and Sanitation.”



ASK FOR SHOWCARDS AND HANDBILLS

Wampole's
BEEF, WINE, AND IRON.

In Pint Bottles.....\$5 00 per doz.
Winchester (½ Imp. Gal.)..... 2 00 each.
Imp. Gallon, in 5 gal. lots, and over 3 50 per gal.

With handsome lithographed labels. Buyer's name prominently printed on same, at the following prices:

¼ Gross lots, and over.....\$60 00 per gross.
(Packed in One-Dozen Cases.)

We use a Pure Sherry Wine in the manufacture of this article, assuring a delicate flavor, and we guarantee the quality to be equal to any in the market.

We invite comparison with other manufacturers, and will cheerfully furnish samples for that purpose.

Your early orders and enquiries solicited through Wholesale Jobbers, or direct from us.

Henry K. Wampole & Co.,
MANUFACTURING PHARMACISTS,
Philadelphia, Pa.

Canadian Branch:

36 and 38 Lombard Street, TORONTO.



Sick Men
Smile

*after trying the one
great sure-to-help,
pleasant, and sus-
taining strengthener.*

Wilson's
Invalids'
Port

The big bracing tonic.

Physicians swear by it—Sick men
recover by it.

For Sale Everywhere.

750. PER QUART BOTTLE

AGENTS FOR CANADA:

BORDEAUX CLARET CO.
30 Hospital Street, Montreal.

GILLETT'S LYE

Perfumed Powdered

FULL STRENGTH

Is the BEST LYE, and easiest to sell.
Handled everywhere by all good Druggists.

GILLETT'S CHEMICAL WORKS

(Established 1852)

Chicago, Ill. London, Eng. TORONTO, Ont.

BIRD

SEED



Is put up by us in attractive 1 lb. packages. Each package contains a five-cent cake of "Bird Treat" and piece of cuttle-fish bone.

It is well advertised, and sells readily at 10 cents, leaving retailers large profit.

Sold in 24 lb. and 35 lb. cases by all wholesalers, or

NICHOLSON & BROCK

Colborne Street - Toronto, Ont.

"THE LANCET," "BRITISH MEDICAL JOURNAL," and "THE OPTICIAN," strongly recommend

DENTONS' New Patent "Acme" Lens-Front Clinical Thermometer



STILL MORE EASY TO READ.
INDEX AND SCALE IN THE SAME PLANE.
WILL NOT ROLL.
INDELIBLE ENGRAVING

WHOLESALE ONLY AT

25a Hatton Garden, London, England.

The Harry Lewis DOG SOAP

Made from the Original Recipe



Beautifully got up, and a Good Seller

Whale Oil Soap

In 1 lb. boxes, 1 doz. in Case;
In 20-lb. Pails and Barrels



For killing insects on Rose Bushes, Plants, etc.

THE ALBERT TOILET SOAP CO.,

Makers and Sellers

MONTREAL

Wine of the Extract of Cod Liver

Sold by all first-class Chemists and Druggists

CHEVRIER

General Depot:—PARIS, 21, Faubourg Montmartre, 21

This Wine of the Extract of Cod Liver, prepared by M. CHEVRIER, a first-class Chemist of Paris, possesses at the same time the active principles of Cod Liver Oil and the therapeutic properties of alcoholic preparations. It is valuable to persons whose stomach cannot retain fatty substances. Its effect, like that of Cod Liver Oil, is invaluable in Scrofula, Rickets, Anæmia, Chlorosis, Bronchitis, and all diseases of the Chest.

Wine of the Extract of Cod Liver with Creosote

General Depot:—PARIS, 21, Faubourg Montmartre, 21

CHEVRIER

Sold by all first-class Chemists and Druggists

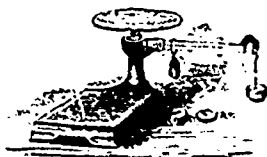
The beech-tree Creosote checks the destructive work of Pulmonary Consumption, as it diminishes expectoration, strengthens the appetite, reduces the fever, and suppresses perspiration. Its effect, combined with Cod Liver Oil, makes the Wine of the Extract of Cod Liver with Creosote an excellent remedy against pronounced or threatened Consumption.

Druggists Want

Wilson's Scales

Refrigerators

Show Cases



HIGHEST AWARD AT WORLD'S FAIR, CHICAGO.

SPECIAL PRICES THIS MONTH.

C. WILSON & SON,

79 Esplanade Street East, - - - TORONTO.

Drug Paper

In rolls—made for the special use of druggists. A clean, white sheet. Send for samples and prices



THE E. B. Eddy Co. LTD.

HULL MONTREAL TORONTO

Quick Sales and Small Profits.

The successful pursuit of the policy of "quick sales and small profits," which is that of the "department stores," and which they are forcing every other branch of trade to follow, implies, first, a sufficiency of ready cash to take advantage of every opportunity to buy to advantage, or "at a bargain," and, secondly, dealing in a great variety of lines, in anything and everything, in fact, needed in the daily life of mankind. All comes as "grist" to the man or "company" who has started out with the idea of building up a fortune on this line. In this manner the "department stores" have disorganized almost every line of retail trade hitherto followed exclusively, by imposing upon them and making obligatory the policy of "small profits," whether the "quick sales" come or not. Whether the people, the great masses of humanity, are benefited to an extent that compensates for this disorganization, or not, is not under discussion at present. Frankly, we do not believe that they are; but the fact remains, and the apothecary, in common with all other retailers, must confront it. These aggregations of capital have fixed the rates of profit in almost every line, and there seems only one alternative left the smaller dealers—either meet their rates or go out of business. Either make up your minds to imitate their methods, as far as possible, or to surrender the field to them completely.

How far the retail drug trade of to-day can go in the direction of meeting the prices of these concerns is a question; but the apothecary has at least more chance in the struggle for existence than has any other class of retailers. Regarding him simply as a merchant, his professional side apart, as a class the apothecary is more intelligent and better educated than the grocer, the haberdasher, the shoe dealer, the tinner, and other affected tradesmen. This in itself is a tower of strength. As regards his professional side, while some of the "stores" have even attacked him there, and invaded his business to a certain extent, by putting in prescription departments, presided over by competent men—(or men declared competent by the proper authorities)—still we think that the influence of the store in this direction has been overrated. Hence, in the development by the apothecary of the policy of "buying closely and selling closely"—which is only another version of "quick sales and small profits"—there is one department of his business in which everything that savors of "cut-rates" should be avoided—the prescription counter. Here everything suggestive of cheapening either material or labor should be most vigorously excluded. In this the apothecary can maintain a fair and remunerative scale of prices, covering the cost of drugs, the salary of the dispenser, and even the value of his name and reputation, with a reasonable profit over it all, and in so do-

ing have the countenance and support, not merely of the medical profession, but of the great public as well, and especially that portion of the public whose opinion is of pecuniary value.

Said a gentleman to the writer but a few days ago: "If I were to carry a prescription into any reputable pharmacy, and were told that it could not be filled with pure drugs, by a competent man, for less than a certain sum, it would produce an effect on me to such an extent that, if my circumstances were such, or for any other reason whatsoever I was compelled to carry the prescription to a cheaper man, I should always feel that the latter had cheated me." This sentiment, or mode of thinking, is far more general than is imagined by pharmacists, as we have satisfied ourselves by questioning and observing the better class of patients.

Then, too, the pharmacist has, or should have, firm friends and allies—at least against the department stores in this direction—in the great body of physicians. What medical man of any reputation or standing would care to have his prescriptions taken to the dispensary of a department store? The great majority of physicians look with suspicion upon a druggist who has the reputation of cheapness in his prescription department. The physician, of all men, knows that the mere prime cost of the articles entering into a prescription is the very least of the items to be considered in fixing the price of the preparation. He takes into consideration the value of the time of the dispenser, the running expenses of the establishment, including the interest upon hundreds and hundreds of dollars' worth of drugs used probably once a month or once a year, something, by the way, that the penny-a-liner, always ready with some pointless witticism at the expense of the druggist, never thinks of. In making your prescription tariff, therefore, shun the "small profit" idea. Don't be afraid to make a just charge and to maintain it after it is made. The greatest "kicker" that lives will respect you for telling him that it is your ultimatum.

Discretion in the matter of "small profits," to come back to our subject, whether made to induce "quick sales" or not, has a very important bearing upon the success of the pharmacist as a business man. The price of no article should be needlessly cut. There are certain articles that will sell at one price as soon as another—articles seldom or comparatively seldom needed, and then only in an emergency, to relieve instant pain, a toothache or a colic, for instance. What object can there be in cutting the price of such articles? And yet, under the foolish idea of making a reputation for low prices, these very articles are those frequently chosen to exploit the doctrine of "quick sales and small profits," as the following, which happened in this city recently, instances:

There is a certain proprietary article, a toothache cure, which costs 60 cents a

dozen, and retails for \$1.20, and thus gives a nominal profit of 100 per cent. This article is efficient, and has an excellent sale, as such things go. Very recently a broker, or middleman of some sort, got hold of a gross or two of the article in trade, and sold them to a certain local retailer at 36 cents a dozen, or 3 cents a package. The purchaser at once concluded "to give the public the benefit of his bargain," as the department people say, and cut the selling rate in half. He put up notices to this effect: "So-and-so's toothache drops only 5 cents a bottle—others charge you 10 cents," and awaited results, confidently expecting "quick sales" to follow his declaration of "small profit." It is scarcely necessary to add that he was mistaken. The "quick sales" did not materialize.

Had this retailer exercised judgment or discretion, he would have reasoned that "toothache drops" is not an article that will sell simply because it is cheap, nor is it one of which persons are apt to lay in a supply, for "a few drops go a long way" with it. Besides, when a person comes into the shop suffering with toothache, he is in search of relief, not bargains, and will pay ten cents for it as quickly as he would five. He will not haggle over a nickel, and still less is he apt to go off to hunt a place where the remedy is cheaper. Consequently this wise dealer threw away a clean profit of 7 cents a vial, which he might have had, and got absolutely no benefit in return—not even the poor little advertising usually supposed to follow the announcement of "cut-rates." Worse than this, unless he can get a fresh supply, after this lot is exhausted, at the same price (which is not at all likely), he will have to go back to the regular rate, or sell at a loss.

Buy closely—and sell closely, if you must, and it seems that you will be compelled to do this, but in so doing keep every faculty awake, and remember that judgment and discretion are, after all, the winning cards.—*National Druggist.*

Two Lubins.

As the result of an action brought by the proprietors (Paul Prot & Co.) of the Paris House of Lubin, an M. Claudius Lubin, of Lyons, has been prohibited from using his surname unless prefixed by "Claudius," and followed by his address at Lyons. In the course of the trial several interesting facts came to light. It appeared that Felix Prot (father of the present head of the firm) was apprenticed to Lubin in 1824, three years after M. Lubin had been appointed perfumer to the king of England.

Spinol is the name given to a fluid extract of the fresh leaves of spinage. The liquid is said to contain $\frac{3}{4}$ of 1 per cent. of phosphoric acid, besides about one-tenth that amount of oxide of iron.

The Science of Optics.

By LIONEL LAURANCE.

Entered according to Act of Parliament in the year 1896, by Lionel Laurance, at the Department of Agriculture.

Primary Ametropia.

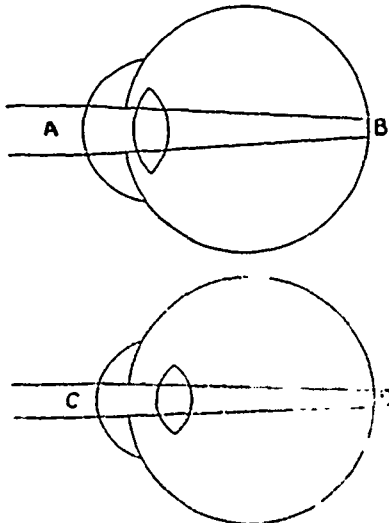
Hyperopia—derivation : Greek—*Hyper*, beyond ; *Ops*, Eye ; or Hypermetropia—*Hyper*, beyond ; *Metron*, measure ; *Ops*, Eye.

H., or far sight, is by far the most common condition of Am. It is said that the great majority of children are born hyperopic, and of these a certain proportion remain so. Thus H. is a state of insufficient development, and is essentially a congenital defect, and very frequently it is hereditary.

Without doubt more than one-half the eyes in the world are in this condition, varying from a degree so slight that it does not amount to $\frac{1}{8}$ D., and so is considered normal, down to what is known as microphthalmos, where the eyes are abnormally small. The hyperopic eyes are generally smaller and flatter than the normal, with quick motor movements, but the outward appearance is by no means a true guide to the refractive condition, as, on the contrary, it sometimes happens that they look larger and fuller than usual on account of the bones surrounding the globes receding and the palpebral openings being small.

In Em. the dioptric system and the axial length are in harmony ; in Am. they are not ; thus in H. there is either :

1. The refractive power of the eye deficient so that the focal length is longer than the normal ; this is refractive H.
2. The globe of the eye too short, so that the axial length is shorter than the normal ; this is axial H. It follows if the refractive power be deficient proportionately to the length of the eye, or if the eye be too short proportionately to its refractive power, that in either case parallel rays of light reach the retina before coming to a focus, so that the effects of the two are precisely identical.



In figure 32 the eye has the normal axial length from A. to B. of nine inches

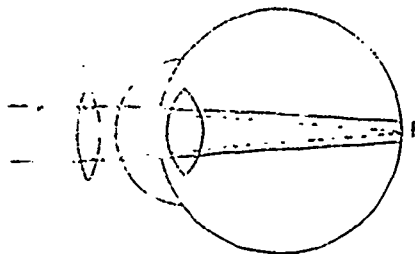
(22.231 MM.), but owing to the flatness of the cornea the refractive power is something less than 50 D., so that parallel rays of light are refracted not sufficiently, and they impinge upon the retina before coming to a focus—refractive H.

In figure 33 the refractive power of the eye is normal, being equal to 50 D., so that parallel rays of light are refracted to a focus at the proper distance, but the length of the eye from C. to D. is somewhat less than nine inches, and, therefore, these rays impinge upon the retina before coming to a focus—axial H.

As the effects of both conditions are identical, so also are the symptoms, the testing and the correction, and, therefore, for convenience, all H. may be looked upon and considered refractive, and it will be so discussed now.

The normal eye has 50 D. of refractive power, derived from its dioptric media, and this quantity just suffices for bringing rays of light from ∞ to a focus on the retina. The hyperopic eye is short of this quantity ; it has, say, only 47 D., and the correction is very easily reckoned, it is that + lens which, added to the eye, makes the total refraction normal. So in this case the correction is a + 3 D. lens (47 D. + 3 D. = 50 D.), and the defect is H. 3 D. The number of the correcting lens representing also the extent of the defect.

In H. 3 D., if a + 3 D. lens be placed in front of the eye, those rays of light which previously reached the retina before focussing, forming there circles of diffusion, are by the + lens rendered so much more convergent that they come to sharp focus just at the retina.



In figure 34 the black lines represent parallel rays of light refracted by the media of the eye only, and therefore impinging upon the retina too soon, making circles of diffusion ; the dotted lines represent the same rays refracted by the + lens L. and the media of the eye, so that they impinge on the retina just at their focus F.

It is clear that if parallel rays of light fail to focus on the retina in H., the sight of a hyperope would be very defective, and he would not be able to make out the details of any object ; such would be the case, but the refractive defect is overcome by the employment of Ac., making the quantity of total refraction normal, or

at least partly so. Thus a hyperope of 1 D., having 49 D. of refraction in the eye, exerts constantly 1 D. of Ac. for seeing distant objects ; this auxiliary refraction, added to the static refraction, makes a total of 50 D., the quantity needed to bring distant rays to a focus at the retina.

It must be clearly understood before attempting or pretending to test V., that if a person be at a distance of twenty feet from the test card and he reads the number twenty line that there must be then engaged exactly 50 D. of refractive power, and that neither one-quarter of a diopter more nor a quarter less than this quantity would allow of V. being sharply $\frac{20}{20}$.

In testing the sight, the client being at the proper distance, you record the V. of the one eye and that of the other, and then proceed to determine the defect. In a certain case suppose that V. = $\frac{20}{20}$ in the one eye, and is therefore normal. Now, from what has just been said, it is evident that 50 D. of refractive power only could give that amount of V., and so either the refraction is equal to that quantity and is also normal, or Ac. is exerted to the extent of the deficiency.

Which it is can be quickly proved. You put in front of the eye that is being tested a weak + sph. lens, say 0.50 D., and if the client still sees through the lens the number twenty line, it is very obvious that now, including the power of the lens, the total refraction is only 50 D., and that therefore previously he was exerting Ac.

This fact of a weak + sph. lens not blurring V., it being equally good with the lens as without it, determines positively the existence of H. As a matter of fact, you cannot improve on normal V., and the great majority of hyperopes have V. = $\frac{20}{20}$.

You will note now that V. can be normal and yet the eye defective, and may be to a very considerable extent.

You note the visual acuteness without any lens, and you find it, say $\frac{20}{80}$ or $\frac{20}{100}$, or even $\frac{20}{120}$; then you place in the trial frame (the other eye being covered by the disc) a + 0.50 D. sph. lens and make the inquiry, "Does this blur?" and if the answer be in the negative, then H. is determined.

If V. = $\frac{20}{20}$ without a lens, then Ac. is exerted to the full extent of the error, if it be less than $\frac{20}{20}$ the Ac. is exerted, but not sufficiently to hide all the defect, still in every case of H. it is brought into play for distant V.

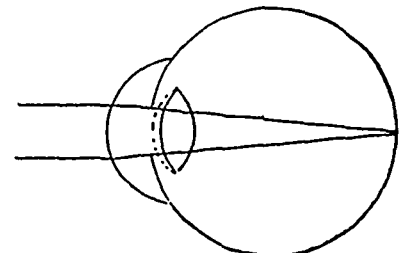


Fig. 35 represents a hyperopic eye in which parallel rays are brought to a focus



KING'S PATENT ADJUSTABLE HANDLE GLASS.

Montreal Optical Company

1685 Notre-Dame Street,
MONTREAL.

60 Yonge Street,
TORONTO.

1873=1896.

Twenty-Three Years of Practical and
Scientific Optical Work.

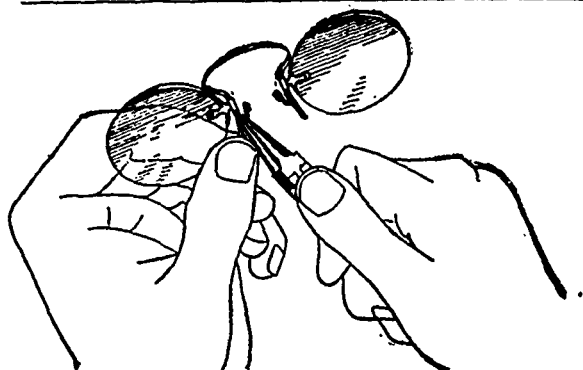
Largest Manufacturing and Importing Optical House in Canada.

Our Christmas Stock of Marine, Field, Opera, Reading and Magnifying Glasses, Microscopes, Compasses, Barometers, and Lorgnettes is entirely complete, as is our stock of Gold, Silver, Gold Filled, Aluminum, Nickel, Rimless Spectacles and Eye Glasses in all Styles.

Our Prescription Department is the most complete in Canada. None but Skilled Workmen employed.

Visitors are cordially invited to inspect our Stock whenever in town.

For Dates of Classes
of the
Optical Institute of
CANADA,
For the Next Year, address,
J. S. LEO,
60 Yonge Street, TORONTO.



CAN'T SHAKE THEM OFF.

Anchor Guards

PATENT OF THE JULIUS KING OPTICAL CO.

The trade is cautioned against purchasing any infringement of this patent.

Sole Agents
for Canada:

The Montreal Optical Company

MONTREAL. TORONTO.

Toronto Show Case Com'y

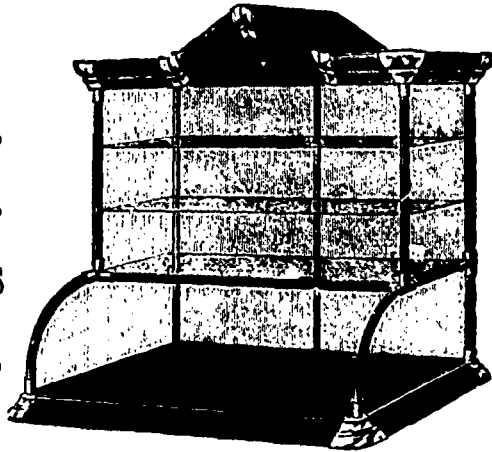
MANUFACTURERS OF

Show Cases . . .

Wall Cases

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JOH. RYE HOLMBOE

—MANUFACTURER OF FINEST—

NON-CONGEALING COD LIVER OIL

TROMSOE—NORWAY

Direct Correspondence. Telegrams:—"Rye, Tromsøe."



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HALIFAX { Brown & Webb. Stinson Bros. & Co.
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ST. JOHN—T. B. Barker & Sons.
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Choice Designs in CHERRY, OAK, WALNUT and MAHOGANY.

Manufacturers of SHOW CASES STORE AND OFFICE FITTINGS

FIRST-CLASS WORKMANSHIP. LOWEST PRICES.

Special Attention Given to Fitting Drug Stores

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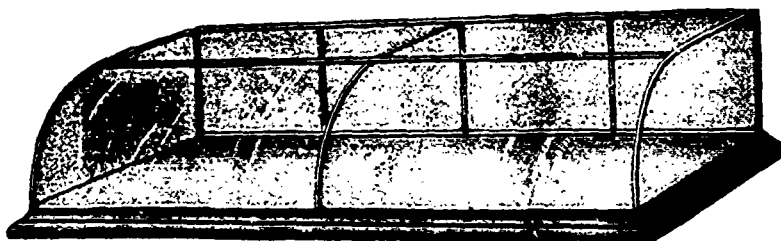
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LONDON SHOW CASE WORKS

SHOW CASES

Of all kinds

FOR



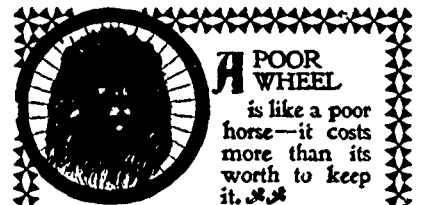
COUNTERS, WALLS, OR DISPENSARIES.

SHOP FIXTURES ♦ COUNTERS ♦ TABLES ♦ SHELVING ♦ MIRRORS, Etc.

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237 King Street,

LONDON, ONT.



A POOR WHEEL is like a poor horse—it costs more than its worth to keep it.

In the Monarch

the necessity of repair has been reduced to a minimum. Its strength, lightness, and beauty make it a marvel of modern mechanical skill.

The Monarch

IS UNDOUBTEDLY KING OF WHEELS

A wheel that you can depend upon in any emergency. Made in four models—\$80 and \$100. The "Defiance"—made in eight models—\$40, \$50, \$60 and \$75. Send for the Monarch book.

Monarch Cycle Mfg. Co., Chicago, Ill.

83 Reade Street, New York. 3 and 5 Front Street, San Francisco.

Canadian Branch:

6 and 8 Adelaide St. W., Toronto.

P. R. WRIGHT, Proprietor.

at the retina by the aid of Ac., the anterior surface of the crystalline being in the condition shown by the dotted lines. If a + sph. lens be placed in front of the eye, the Ac. relaxes to an extent equal to the power of the lens, the anterior surface of the crystalline taking the position of the black line.

Having determined a case as being H., proceed to increase the strength of the lens until you find one that makes V. worse than it was with one previously tried; you then go backwards until you are sure that you have the strongest that does not blur; this is the correcting lens. If V. without a + lens = $\frac{2}{3}^0$, the correction is the strongest + sph. that does not make it worse. If V. = $\frac{2}{3}^0$ without a lens, the correction is the strongest + sph. that still leaves it = $\frac{2}{3}^0$, or makes it better. If V. is less than normal without a lens, the correction is the strongest + sph. that makes it = $\frac{2}{3}^0$, $\frac{2}{3}^0$, or the best obtainable.

It should be clear that, if H. is partially or totally overcome by employing Ac., anything less than the strongest + sph. can only be a part of the correction. You can prove it in this way. H. is itself a condition in which the eye has less than 50D. of refraction. You can make yourself hyperope by putting on a pair of Cc. lenses, say -2D., thus reducing the refractive power of your eyes. Through these you will almost certainly (if not too old and have eyes that have fair distant V.) be able to read the 20-foot line at that distance, this is done by using 2D. of Ac., and you are, with the lenses, precisely the same as a hyperope of 2D. Now, over these glasses place a pair of +0.50D., and you will see the 20-foot line perhaps a little more clearly, and if you gave as the correction in H. the weakest lenses that make V. normal these would be about the number that you would select. You know, however, that nothing weaker than +2D. lenses can be the correction, and you will find that if you gradually increase the strength of the correcting lenses that +2D. will be found the strongest that do not blur, always providing that your eyes are nearly normal (which, however, most likely they are not). In fact, on the same reasoning, if the correction were not the strongest + sph. lenses which make V. = $\frac{2}{3}^0$, then in the majority of cases of H. no correction at all could be given, as V. generally = $\frac{2}{3}^0$ without lenses.

After having selected the strongest + sph. that makes V. = $\frac{2}{3}^0$, or the best V. obtainable for the one eye, leave that lens in the frame, and change the frosted disc so as to cover the eye you have just tested, and determine the defect of the other; if it be hyperopic, proceed in the same way to find the strongest + sph. through which V. = $\frac{2}{3}^0$, or the best obtainable. By fitting each eye separately you arrive at the proper lens for each, correcting any difference in the refraction of the two.

So far, you will have tested the monocular V., and have now to consider the binocular V. In a previous chapter it

was pointed out that when Con. is employed Ac. is also, and that when Ac. is exerted so also is Con., and that the more the one function is brought into action the more the other is. You also know that the hyperope sees distant objects by means of Ac. When one eye is covered over, and the customer is looking at the distant type and trying to discern the letters, he converges the eyes, but as the one is obscured by the disc being in front of it he does not see double, but he exerts more Ac. on account of this Con., and, therefore, does not accept so strong a + sph. lens as he might.

When the disc is removed and the two eyes directed to the distant test-card, Con. cannot be exerted without seeing double, and, therefore, the Ac. is more relaxed, consequently you can in H. increase the strength of the lenses when both eyes are used beyond that which is given to each eye separately.

The best way to do this is to hold in front of those lenses already in the frame a pair of weak + sph. lenses, say, 0.25D., and, if these do not make V. worse, increase their strength until you again find the strongest that leaves V. as good as it was without them.

In a given case, say that O.D.V. = $\frac{2}{3}^0$ with +1.75D. and O.S.V. = $\frac{2}{3}^0$ with +1.25D., and that the two eyes together can read the 20-foot line quite clearly. You hold in front of these lenses pairs of other weak + sphs. and find that +1D. blurs the sight, but that through +0.75D. V. still = $\frac{2}{3}^0$; then you add this power to each lens so that the correction is O.D. + 2.50D. + O.S. + 2.00D.

The amount of the increased power that you can give depends on the amplitude of the Ac., and as this is greater in youth than in old age it follows that the younger the person the more you can add to the strength of the lenses when the two eyes are engaged in V. You will find that you can generally give +0.50 to +1.00D. increase in this way. The true correction of H. is the strongest + sph. lens which each eye accepts when the two together are employed in the act of V.

Toxic Amblyopia.

By W. E. HAMILL, M.D., Toronto.

Three cases which proved to be toxic amblyopia have recently in a few weeks been referred to me, leading one to think that this affliction is of much more frequent occurrence than the authors of ophthalmology state—a natural conclusion when due allowance is made for the additional cases which must present to specialists of larger observation and possibilities.

Toxic amblyopia, when early recognized, being so very amenable to treatment, and yet when overlooked so lamentable in results, prompts me to direct the attention of the general practitioner thereto, with the hope that in a simple way cases which ordinarily first come under their notice

may be speedily saved from further ravages on such an important function as that of vision. When the case and cause is detected it is generally conceded by authors that whatever of sight remains, be it ever so little, can be preserved, and in the majority of cases much improved—sometimes normal vision being restored, a happy and by no means rare termination under appropriate treatment early administered. How important, therefore, it is to discover the cause before organic changes take place. As the name (toxic amblyopia) implies, it is simply a progressive loss of sight due to some substance being absorbed into the system, which toxic element or poison has a selective action upon the optic nerve or its cerebral origin.

There is a long list of substances which possess this property, some acting purely in a temporary functional disturbance of sight, while others produce a permanent organic change, which, if continued sufficiently long, may terminate in almost total blindness. Cases are on record from competent observers where amblyopia was produced in idiosyncratic cases from chocolate, quinine, iodoform, alcohol, and some others, with such clearness that of cause and effect there could be no doubt. Perhaps, with the exception of alcohol, all the above show themselves in the suddenness of the appearance of the diminution or loss of sight, and its rapid restoration a few days later either partially or wholly; hence the history of every case should be fully analyzed, especially in regard to probable causes. But my personal experience for the past three years has been that every case of toxic amblyopia which came under observation has been due to tobacco, either alone or in conjunction with alcohol, in one form or other, so that we would not be far astray if we called all cases of toxic amblyopia tobacco amblyopia; and, further, each case had been using tobacco for a number of years, so that the ages of the victims ranged from thirty-five to fifty, with one or two exceptions, and all were the male sex, and both eyes were affected at the same time; the first general complaint being that their sight was hazy or misty, with inability to read as formerly, each of these symptoms gradually becoming worse and worse. It is just at this stage a tobacco amblyope, not suspecting the cause of his trouble, as he probably has been using the weed for years, will go to his family physician for advice or to the optician for spectacles, and fortunate the patient who consults the one or the other who recognizes the cause of the trouble, and firmly insists on immediate abstinence from tobacco, or refers the case to an oculist. If nothing more were done than to secure a positive "swearing off," the main feature of restoration and best line of treatment is secured. There is no choice of the patient in this matter; it is either "stop tobacco" entirely or the results are sure to be from bad to worse.

If, in addition to the symptoms pointed

out in a tobacco user, he also has central color-blindness for red and green, *i.e.*, inability to distinguish between the two, the diagnosis is complete as far as possible, without a further use of the ophthalmoscope and perimeter, unless we use the "pin hole" test, a simple means of distinguishing between amblyopia and ametropia, a method every optician who attempts refraction should be familiar with, and thus in some measure recognize where he (the optician) should step out and the physician or oculist step in.

In conclusion, let me report one of the recent cases which came under observation. Male, farmer, aged fifty-four, family history entirely negative, smoked approximately two ten-cent plugs of tobacco every week for years. Loss of vision commenced three years ago, and gradually became worse; frequently had medicine from his family physician without benefit, and could obtain no glasses to assist vision after many and repeated trials. At the time of my examination he could barely read 1-60, and for many months was unable by any method to read a newspaper. The history and objective examination left no doubt whatever of the cause of his almost blind condition, and yet no one had ever previously even suggested to him that tobacco was at the bottom of it all. There is little hope here of much restoration of sight, and sad reflection of what it might have been.

Advertising.

Practical Hints on Advertising.

Copyrighted, 1896, by CHARLES AUSTIN BATES, New York.

I don't believe very much in indirect advertising. Once in a great while somebody makes a "strike" by doing it, but I believe that nine out of ten of these efforts are not profitable. This is more particularly true of a small business than of a large one.

A scheme of this kind which has been successfully worked was that of the importation of a horseless carriage by a New York firm. The carriage cost a lot of money, but it made a sensation. It was the first horseless carriage ever brought to this country—the first one ever seen on the streets of New York. It was more than an advertising novelty. It was the introduction of a really useful and practical invention. This secured for the idea thousands of dollars' worth of unpurchasable advertising in the best newspapers.

That sort of enterprise is good, but it is only good occasionally, and then in cases where the cost is very small in comparison with the total advertising expenditure.

* * * *

Suppose it cost twenty-five hundred dollars to get the horseless carriage on to the streets. It isn't at all hard to spend

that much money in one day's advertising in New York.

Take two full columns of the *Herald*, for instance—something like six hundred lines, at a minimum cost of perhaps two hundred and fifty dollars. With extra charges for display, the space might be made to cost twice as much. Two columns isn't a large space, and the *Herald* is only one paper out of ten or fifteen.

The free reading notices given to the horseless carriage would undoubtedly occupy several times as much space as twenty-five hundred dollars would pay for. A scheme of less magnitude or less merit wouldn't get any reading notices at all, and would consequently be a fizzle nine times in ten. If you add to the expense of the scheme the expense of paying for your own reading notices, it makes as unprofitable a bit of advertising as you can well get into.

* * * *

Schemes are good when they are good; but nine hundred and ninety-nine out of a thousand are not good, and the thousandth one should be looked at very critically. It is a safe and profitable plan to let them all alone and to stick to methods of advertising which carry the story direct to possible buyers.

* * * *

Advertising is a great deal like the game of poker. The man who works schemes for the purpose of getting a lot of publicity for a comparatively small cost is very much like the "bluffer" in a poker game. The "bluffer" and the man who "plays things high" will win a great deal when they win, but I have noticed that the "close" player generally cashes in the greatest number of "chips"; and, when he loses, doesn't lose very much. Originality and novelty are good things in their way; but good, common, hard horse sense is better.

* * * *

I have known several instances where merchants gave free tickets for a pleasure trip of some sort or other "with every purchase."

Maybe it pays, but I doubt it. If the trip costs the merchants anything, I don't believe they can possibly get their money back. It advertises them a little, to be sure, but would not the same amount of energy and money spent in the newspapers pay better? I think it would. I have watched the progress of a great many schemes like this, and only one in a hundred pays.

* * * *

The cordial and persuasive gentlemen who sell advertising novelties have many good arguments. They say that people appreciate a small gift; that the greatest desideratum in life is to get something for nothing. I don't believe that this influences grown-up folks, although it may work with children. I've tried giving a baseball and bat to every purchaser of a suit of boy's clothing. It seemed to work

pretty well. Every other clothing house in town was giving away something then. Several gave balls and bats, but the ones we used were bigger and better than any of the others. That made a difference—had some weight with the juveniles, but it wouldn't if the prices and goods had not been just right. I am sure that even in this case the money would have been better spent in the papers.

Indirect publicity does good. No doubt about that, but when it costs the same as direct advertising it is not to be considered.

* * * *

The effect of giving something away is ephemeral. The gift doesn't convince. It doesn't prove anything. Advertising in the newspapers is a legitimate expense. It is done for the purpose of telling readers where they can get certain things. The advertisement conveys desirable information. It asks for custom openly and without pretense. The best advertisement does not try to make people believe that the store is a charitable establishment. There is no nonsense about it. It says, "We want your trade because there's a profit in it." It is a straight, fair, business proposition.

* * * *

Giving something away is an effort to get some advertising in an indirect way. There is a string attached to the gift. Don't imagine for a single minute that the public doesn't see it.

The gift is given in the hope that it will bring business enough to pay for itself and make a profit besides. That is perfectly plain, else why should a business man do such things? It isn't charity that prompts him, nor even cordiality and "good-will toward man."

A hotelkeeper at Coney Island once threw away some five thousand dollars in silver coin. He said that he did it to advertise himself, and that he would make a million dollars by doing it. The experts who examined him said it was paresis that ailed him.

* * * *

The offering of prizes for the best advertisement for a local store, to be competed for by any given class of people, or by the whole community if it is thought best, will always arouse more or less interest.

It is not a direct way of selling goods, of course, and about once a year is often enough to use it. This scheme belongs in the same general class as window shows of various kinds. They are all right if they are not indulged in too extensively.

Didymin—A product of organo-therapeutics, obtained from the testicles of bulls.

Splenin is another organo-therapeutic novelty.

A. W. PORTE.

S. R. PARSONS.

COUGH DROPS.

MENTHOL,
GOLDEN, OVAL,
B.F.P.

LICORICE LOZENGES
COATED LICORICE LOZENGES
STICK LICORICE
BREATH PILLS

WINTERGREEN LOZENGES
MUSK LOZENGES
ROSE LOZENGES
MINT LOZENGES



TORONTO BISCUIT AND CONFECTIONERY CO.



—FINE ENGLISH TABLETS—

DRUGGISTS' CONFECTIONERY.

BLACK CURRANT
HOREHOUND
PINE APPLE
LEMON
RASPBERRY

STRAWBERRY
ACID
LIME FRUIT
BARLEY SUGAR
BUTTER SCOTCH

ROSE AND HONEY
CHOCOLATE
ASSORTED ROCK
MIXED FRUIT

ORANGE AND LEMON SLICES.
COCOANUT NIBS.

7 FRONT ST. E.

TORONTO.

A Perfect Toilet Gem.

**Areca
Nut
Tooth Paste**

The drug trade of Canada will find this one of the most satisfactory articles on the market. The package is convenient and attractive.

Kindly make sure the ARECA NUT TOOTH PASTE offered you is made in WINNIPEG. The genuine is for sale by

- Lyman Bros. & Co., Toronto.
- Elliot & Co., Toronto.
- Evans & Sons, Montreal.
- Lyman, Knox & Co., Montreal.
- Lyman, Sons & Co., Montreal.
- Kerry, Watson & Co., Montreal.
- J. Winer & Co., Hamilton.
- J. A. Kennedy & Co., London, and by

THE

MARTIN, BOLE & WYNNE CO.

WINNIPEG.

PRICE LIST



**Common Sense Exterminator
FOR ROACHES**

25c. each, \$1.75 doz.; 50c. each, \$3.75 doz.; \$1.00 each, \$8.00 doz.

**Common Sense Exterminator
FOR RATS AND MICE:**

25c. each, \$1.00 doz.; 50c. each, \$1.75 doz.; 50c. each, \$3.50 doz.; \$1.00 each, \$8.00 doz.

Only infallible remedy known. No smell from Dead Vermin. **Not Poisonous** to man or beast. Once used always recommended. Sold by Wholesales at **MONTREAL, TORONTO, and LONDON.**

Common Sense Mfg. Co.,

523 King Street West, Toronto.
Manufacturers of Common Sense Stove Polish and Common Sensoline Bicycle Lubricator.

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

PLAIN, LACQUERED AND DECORATED

**DOVES
BOXES**

MAKE THE BEST SEAMLESS TIN

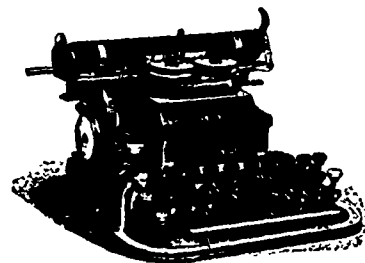
• IN THE MARKET •

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

Complete Illustrated Price List free on Application

THE UNIVERSAL GRANDALL

— NO. 3 —



Just Out

WRITING IN SIGHT,
INTERCHANGEABLE TYPE,
PERMANENT ALIGNMENT.

THE LATEST IMPROVEMENTS!
WHAT MORE CAN YOU ASK?

Write for catalogue.

THE CRANDALL MACHINE CO.
GROTON, N. Y.

**TEABERRY FOR THE
HARMLESS
CLEANSING TEETH**

ZOPESA CHEMICAL CO.
TORONTO 25c.

FOR SALE BY ALL JOBBERS



Christmas Perfumes

Before placing your order please inspect our Samples. New styles Leatherette Embossed Boxes, also Fancy Imported Boxes, very suitable for Christmas Gifts.

JOHN TAYLOR & CO.
←Perfumers→
TORONTO.

Dominion Art Woodwork Co., **Toronto Junction**

SEPARATE ESTIMATES GIVEN ON CARVING IF DESIRED

**Art Woodwork Dwellings
FOR INTERIORS OF Stores AND
Public Buildings**

Show Cases

OF EVERY DESCRIPTION

Piano and Church Organ Keyboards, etc.

"St. AUGUSTINE" Registered at Ottawa.

Our "St. Augustine" (Registered) is the perfect wine for communion or invalids. Your wine merchant can supply you at \$4.50 a case, one dozen quarts. See that you get the genuine article. All good articles are counterfeited. See that our name is on label and capsule.

Our "St. Augustine" (Registered), of 1891 vintage, a choice sweet, mild wine, and equal to imported wines at double the price.

J. S. HAMILTON & CO.
BRANTFORD

Sole Agents for Canada for the Pelee Island Wine Company

HERE'S A SELLER SPOONER'S POWDERED PHENYLE

DISINFECTANT, DEODORIZER, and GERMICIDE.
Genuine good article. No Liquid compares with it. Prevents contagious diseases, kills germs. Indispensable with people understanding sanitary requirements. Don't buy any other for safety's sake. All Druggists sell it. Hold's Prof. Ellis' certificate.
LYMAN BROS. & CO., Toronto.
ALONZO W. SPOONER, Mfr., Port Hope, Ont.

"We believe cutting of prices detrimental to our interests."

Druggists

Who will sell Manley's Celery Nerve Compound and Indian Woman's Balm at the regular prices are authorized to guarantee the preparation to give satisfaction or refund the money and reclaim same by addressing

The Balm Medicine Co., Ltd.
71 Victoria St., TORONTO

Ginseng Root

We want your Ginseng and will pay highest market values. Write us for quotations.

Bach, Becker & Co.

Dealers and Exporters of Raw Furs and Ginseng
**103-107 Michigan St.,
CHICAGO, ILLINOIS**

Formulary.

ANTISEPTIC COLOGNE.

Rectified spirit.....	112 ounces.
Extract of orange-flower....	9 "
Oil of orange.....	1¼ ozs.
Oil of lemon.....	1¼ ozs.
Oil of neroli petale.....	1 ounce.
Tincture of ambergris.....	1 "
Tincture of musk.....	1 "
Oil of bergamot.....	4 drachms.
Oil of rosemary.....	4 "
Oil of cinnamon.....	2 "
Otto of rose.....	2 "
Corrosive sublimate.....	1 drachm.
Chloride of sodium.....	1 "

Mix and filter.

Used in purifying sick-rooms, the floor, bedding, etc., should be sprinkled with this cologne.

DENTIFRICE NEW POWDER.

Carbonate of strontium...	30 grammes.
Flowers of sulphur.....	30 "
Eucalyptus oil.....	20 drops.
Cream of tartar, in fine powder.....	25 grammes.
Sugar of milk.....	40 "
Salicylic acid.....	10 "

Mix carefully.

—*El Memorandum.*

EUCALYPTUS TOOTH PASTE.

160 grms. precipitated chalk, 45 grms. soap-powder, 45 grms. wheaten starch, 1 grm. carmine, 30 drops oil of peppermint, 30 drops oil of geranium, 60 drops eucalyptus oil, 12 drops oil of cloves, 12 drops oil of anise mixed together and incorporated to a paste, with a mixture of equal parts of glycerine and spirit.—*Pharm. Post.*

BATH SOAP PASTE.

Soft soap.....	8 ounces.
Glycerin.....	1 ounce.
Alcohol, 94 per cent.....	4 drachms.
Oil of lavender.....	4 drops.

Mix the oil, alcohol, and glycerin, and carefully mix with the soap to form a paste.

PERFUME FOR FACE POWDER.

A fine aroma is produced by a mixture of 200 grms. violet-root powder, 15 gr. "betiver" powder, 15 gr. sandalwood powder, 20 drops oil of rose, 20 drops oil of neroli, 20 drops oil of sandalwood, and 3½ gr. musk grains. The musk is ground with the violet-root, and the oils and other ingredients incorporated with the mixture, the whole being left at rest for a few days for the scent to develop. One part of this perfume will suffice for 30 parts of powder (precipitated chalk, rice flour, magnesia, etc.). Artificial musk should on no account be used.—*Wiener Drog. Ztg.*

BASE FOR EYE SALVES.

Lanolin.....	6 parts.
Oil of sweet almond.....	1 part.
Distilled water.....	1 "

Mix. A little boracic acid, to prevent danger of rancidifying, may be added to the above with advantage.—*Farnison.*

OINTMENT FOR CHAPPED SKIN.

Lanolin.....	3 ounces.
Glycerin.....	4 drachms.
Boric acid.....	1½ "
Salol.....	1 drachm.
Hoffman's anodyne.....	5 drachms.
Menthol.....	15 grains.
Oil of citronella.....	3 minims.

—*Journal de Praticiens.*

FURNITURE PASTE.

Turpentine.....	1 gallon.
Cerasin.....	2½ lbs.
Vermilionette (dry color).....	2 ounces.

Shred the cerasin very fine, and dissolve with gentle heat.

FURNITURE CREAM.

Turpentine.....	1 gallon.
Cerasin.....	1 lb.

AN OINTMENT FOR RHEUMATIC JOINTS.

Salicylic acid.....	2½ drachms.
Oil of turpentine.....	2½ "
Lanolin.....	2½ "
Lard.....	3 ounces.

—*Journal de Praticiens.*

BLACK INKS FOR RUBBER STAMPS.

For general use :

	Parts.
Tannin, black.....	1
Water.....	1
Glycerin.....	2

Mix.

For textile fabrics :

	Parts.
Nigrosin.....	2
Methyl violet.....	4
Water.....	5
Wood vinegar.....	5
Alcohol.....	5
Glycerin.....	35

Mix and dissolve.

—*Bayerisches Indust. und Gewerbeblatt.*

NONMETALLIC BLACK HAIR DYE.

The following is given in the *Kol. W. Ztg.* :

	Parts.
Pyrogallic acid.....	35
Citric acid.....	3
Boro-glycerin.....	110
Water.....	1000

Mix and dissolve. If the black produced by this solution is not deep enough, add more pyrogallic acid; if too deep use a little less. The hair should be washed with some alkaline solution in the morning before applying the dye.—*National Druggist.*

GAWALOWSKI'S TOOTHACHE DROPS.

A. Gawalowski, of Brünn, the well-known chemist and writer on pharmaceutical matters, suggests the following, in the *Zeitschr. d. Allg. osterr. Apotheker Vereins*, as an excellent toothache remedy:

	Parts.
Oil of cloves.....	10
Sandalwood oil.....	20
Creasote.....	40
Peppermint oil.....	10
Chloroform.....	20
Alcohol.....	200

Mix and dissolve. Moisten a plug of cotton, and put into the hollow tooth. It will stop pain in a few seconds.

EUCALYPTIC SHAMPOO.

(An ideal hair-wash.)

	Ounces.
Glycerine of borax.....	2
Esprit menthol.....	2
Solution of ammonia.....	3
Extract of roses.....	3
Fluid extract of quillaia.....	5
Esprit eucalyptus.....	10
French rose water.....	15

Mix. Allow to stand for twenty-four hours, then filter.

Photographic Notes

Exposure in Photography.

By REV. A. H. BLANK, M.A.

This is a fearsome question which meets the beginner on his first entry into the field, "How long shall I expose?"

Here is the camera in position, the view focussed according to taste, the dark-slide in position, and its shutter withdrawn, the hand ready on the cap, and to the question of the mind, "I wonder how long I ought to take it off for?" there is no reply, no data upon which to form one, and only blank ignorance of the conditions to be observed and the rules which should guide the hand in making the exposure, and so it is just chance work. Off goes the cap for so long, just at haphazard, and with an eager hope that all may be well, though there are great misgivings as to whether the time has been long enough or too long and no feeling of security or certainty at all.

Now we propose to come up to the beginner's elbow just at this moment to bid him take out his note-book and make certain calculations, and then, after arriving at a result, to take the cap off for the determined period with a feeling of assurance that, bar unforeseen accidents, all must be well, and the errors of exposure so slight as to be easily corrected, if necessary, in development, and to have reached a stage where to lose a plate through wrong exposure shall be the exception; whereas before the opposite state of things pertained, and he considered himself lucky if he got three out of six of his plates correctly exposed and decently developed into a negative of presentable quality.

One of the chief elements in exposure is the distance of the object to be photographed from the camera.

As a rule, the further off objects to be photographed are, the shorter will be the exposure required, although it will be by

no means unusual to find the beginner imagining just the opposite to be the case.

The nearer objects are, the longer time, as a rule, will it be necessary to remove the cap from the lens.

Mr. Howard Farmer, of the Royal Polytechnic Institution in Regent's street, has drawn up a table which is most helpful in this matter, and which, though it has often been printed, is not at all well known by beginners, and it is upon this that our scheme to help the beginner in the matter of exposure is based.

Given an instantaneous plate, such as Wratten's medium rapidity, the lens rapid rectilinear, and blue sky and white clouds, the exposure at the different distances will be roughly as follows:

First, near subjects. Up to 10 ft., 1 sec.; 10 ft. to 30 ft., 1/2 sec.

Distance from the camera is always reckoned, not to the nearest important object, but to the nearest important shadow, because it is that you require to get out; the high lights must take care of themselves. If it is required to photograph objects nearer than 10 feet—as, for example, big heads, etc.—the exposure must be proportionately increased.

Nearer subjects require so much more exposure than longer distance ones because the shadows are heavy, and there is so much more detail to be registered. If there are no heavy shadows in the near subjects, and the sun is shining evenly on all surfaces, then 1-8th or 1-10th sec. will be ample, even at these near distances.

The second class of subjects are those at moderate distances, say, from 30 to 100 ft., when the exposure will be about 1/4 sec.; from 100 ft. to 100 yards, 1-8th; 100 yards to quarter of a mile, 1-16th sec., while objects entirely in sunlight can all be reckoned at 1-16th sec.

The third class consists of what may be known as long-distance subjects, and 1-30th sec. will be the exposure, and they should always be taken in sunlight, unless for special purposes of effect you wish it otherwise.

We have now before us one table to guide us, and before making an exposure we roughly reckon in our minds the distance of the object we require to take, place it in its appropriate class, and approximate, as far as distance is concerned, its proper exposure.

But there are other matters to be observed before we can arrive at our final conclusion and take off the cap.

The exposures which we have given are under ordinary circumstances; when the circumstances are not ordinary, allowance will have to be made.

We have to ask ourselves if the view or object presents unusually light or unusually dark features. In the first case, the exposure may be halved, or even quartered, e.g., in the case of open sea subjects which are not only open in themselves, but also full of light, because the sea acts as a huge mirror, and reflects so much of the light of the sky. In the second case we may double or quad-

uple the average exposure if we have very dark subjects, shadows under trees, red brick buildings, and such like.

Another factor in the exposure will be the height of the sun above the horizon.

Mr. Farmer computes that when the sun is more than 30° above the horizon we need not take it into consideration, but if it be from 20° to 30° we may double the exposure, and so on according as it sinks down towards the horizon.

We shall, in estimating our exposure, require also to understand the stops which are supplied with our lens. These are discs having apertures of gradually lessening diameter. Most lenses work at the aperture called *f*/8, so that *f*/8 will be practically the open lens, then *f*/11 will make the aperture half the size and the exposure twice as long. *f*/16 will give an aperture of half the size again, and the exposure again doubles, and so on. It will be clear that we must multiply the exposure by 2, or 4, or 8, etc., as the case may be, to allow for the lessening of the aperture by which the light reaches the plate in using stops.

One more matter, and our conditions which have to be taken into account are practically enumerated.

Allowance must be made for days when our initial conditions of blue sky or white clouds do not pertain. Dull days increase the exposure twofold, very dull fourfold; it will seldom be necessary to make more allowance than this, unless fog and mist be present, and they stop an abnormally large amount of light.

Now we will imagine the beginner with these data before him about to make an exposure.

He calculates the exposure for distance from camera to be 1-16th. The subject has some shadows, which will be a little more than ordinarily dark; multiply by 2. The sun is low down on the horizon, between 30° to 20°; again multiply by 2. Stop used is *f*/16, so multiply by 4. Weather dull, again multiply by 2. So that the original estimate for distance, 1-16th, as so modified, will work out to—

$$\frac{1}{16} + \frac{2}{1} - \frac{2}{1} \times \frac{4}{1} \times \frac{2}{1} = 2 \text{ sec.}$$

This seems a cut and dried method of working, but we have proved its general accuracy again and again. Working together with a friend who used a meter well known for its wonderful accuracy, our estimated exposures were almost identical.

A page of our notebook ready for use, with this scheme for reckoning exposure, will be like this:

No.	Name.	Lens.	Plate.	Stop.	Average subject, or not.	Distance.	Sun's Altitude.	Dull.	Fog.	Calculation.	Exposure.	Remarks.

Let us work our little sum then without misgiving, and never mind the taunts of the worker who knows the exposure by some certain method of intuition, and the result will be that to lose a plate from exposure will be a rare thing, and we can comfortably return home after a day's outing, knowing that, bar extraordinary accidents, we shall have at any rate a fairly satisfactory negative for every plate exposed; and this is a magnificent feeling for a beginner, who generally lives in a state of extreme trepidation until after he has been to his dark room, as to "whether I shall get them out all right, or not, don't you know!"—*Amateur Photographer.*

Photographic Hints and Formulæ.

ALBUMEN PAPER.—Some practical hints for such as still use the old stand-by.

Silvering. Fifty grains of silver to one ounce of water. Float one or two minutes, according to temperature. Dry thoroughly, but not too quickly. Fume about thirty minutes. Have your fuming box warm and dry and use strong and fresh liquid ammonia. Dry paper again after fuming.

Toning. Before washing immerse the prints in a bath of acetic acid and water; one ounce acetic acid to sixteen ounces water. After they have become decidedly red take them out and wash thoroughly.

No. 1. To one pint of distilled warm water add 160 grains of borax, 80 grains of bicarbonate of soda and 40 grains of double fused acetate of soda. Mix eight hours before using.

No. 2. Fifteen grains of chloride of gold to one and a-half ounces of distilled water.

Mix the whole of No. 1 with one-half ounce of No. 2 half an hour before using. Reserve half of the old bath for the next day, when it should be mixed with an equal quantity of a newly prepared gold bath.

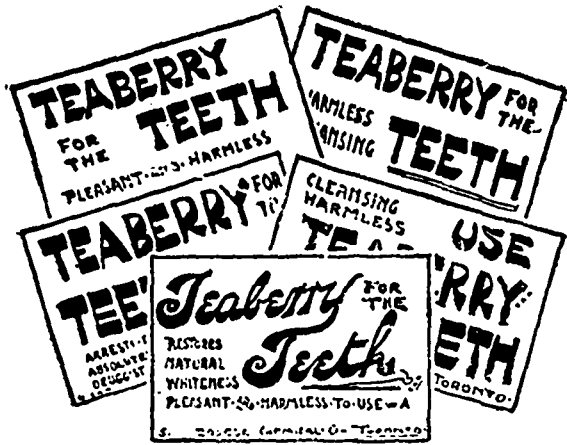
Fixing. Seven pints of water, one pound of hypo, and one ounce of carbonate of ammonia.

The daily use of fresh hypo, prepared with fresh lukewarm water, will prevent blisters and give clear, brilliant whites. Keep the papers dry and cool.

Before silvering, it should be removed to a slightly moist place, when it will absorb sufficient moisture to be fit for floating without trouble.

High surface papers are apt to blister, especially during warm weather. This can be easily and effectively prevented, however, by the following method given by Mr. C. R. Arnold, viz.:

First, have your paper damp before sensitizing, so it will not roll from the bath. The bath must contain one drop of camphor to each sheet of paper, added several hours before using. If the bath turns yellow after ordinary clearing, add chloride of lime until, after sunning, the yellowness disappears. Print, wash, and tone as usual.



Winter

With its Balls, Dances, and Parties, brings you many new customers for Teaberry. We are helping you to secure more customers this year with increased advertising. We are running this series of "ads." in the best papers all over Canada. Order from your jobber.

Zopesa Chemical Co., - Toronto, Can.

FREE

Send us your name and address, and mention this paper, and we will mail you **FREE** a copy of "Selections from Good Advertising." All we ask is that you send us 10 cents to pay cost of mailing.

"Selections from Good Advertising" is a well-printed book of about 100 pages. It contains 12 chapters taken from Charles Austin Bates' 700-page book "Good Advertising," which sells for \$5.

"Selections from Good Advertising," which we now offer **FREE**, is the same book we have advertised in this paper heretofore for 50 cents.

If your 10 cents gets here after all the books are gone, we will send your money back.

THE HOLMES PUBLISHING CO.,
15 & 17 Beekman St., - NEW YORK.

JOSEPH E. SEAGRAM

Waterloo, Ontario.

MANUFACTURER OF

ALCOHOL

Pure Spirits

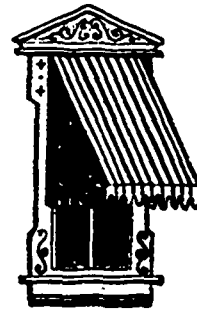
Rye and Malt Whiskies

"OLD TIMES" AND "WHITE WHEAT"

Awnings

AND

Window Shades



FOR
HOUSES, OFFICES,
AND STORES

Made by experienced workmen and of the best materials, at prices as low as is consistent with good work and materials.

ESTIMATES FURNISHED,

Wm. Bartlett,
16 Adelaide St. West,
TORONTO.

"DUNRAVEN" 10c.

"F. & S." 5c.

These are both very high-class Cigars.

Fraser & Stirton,

Send for Sample Order.

LONDON, Ont.

"Mist" COUGH LOZENGES

SELL ON SIGHT
GOOD PROFIT . .

10cts.

THE KEY MEDICINE COMPANY,

395 YONGE STREET, TORONTO.



THE ALE AND PORTER



OF

John Labatt, London, Ont.

RECEIVED

MEDAL and HIGHEST POINTS

Awarded on this continent at the **WORLD'S FAIR, CHICAGO, 1895**

MONTREAL—P. L. N. Beaudry, 127 De-
Lorimier Avenue.

TORONTO—J. Good & Co., Yonge Street.
ST. JOHN, N. B.—F. Smith, 24 Water Street.



If you want to sell the best, handle

MAJORS CEMENT

CHEAP, QUICK, AND CERTAIN.

Repairs China, Glassware, Meerschaum, Bric-a-Brac, to put on cloth, corn and union plasters; to hold a bandage on a wound or sore finger. 15c., 25c.

Major's Rubber Cement, 2-oz. bottle, or in collapsible tubes, for repairing rubber boots and shoes, bicycle tires, rubber garments, silk umbrellas, etc. 15c.

Major's Leather Cement repairs boots and shoes, garments and umbrellas of all kinds of material except rubber, applied same as on leather goods. 15c.

Major's Liquid Glue repairs furniture, books. 10c.

KERRY, WATSON & CO.,
351 St. Paul Street,

Sole agents for the Dominion. **MONTREAL, Canada**

ELLIOT'S "B" PARCHMENT PAPER

is one of the articles to be considered in the practice of "elegant pharmacy," as it furnishes the finest transparent wrapper for bottles, packages, etc. It must be seen and tried to be appreciated. We send samples.

ELLIOT'S PARCHMENT POWDER PAPERS

are the best for hygroscopic powders and all other powders. The following prices show they are the cheapest:— Put up in Neat Boxes of 500 Sheets.

No.	Rm.	No.	Rm.
22	For Magnesia and general use,	31	Large Seidlitz, Blue, 6 x 6, \$0.50
	White, 6 x 8	40	Powder Papers, White, 2 3/4 x 4, 25
28	Regular Seidlitz, White, 4 1/2 x 5 3/4, 40	41	Powder " " 3 x 4 1/2 20
29	Regular " Blue, 4 1/2 x 5 3/4, 40	42	Powder " " 2 3/4 x 3 3/4 25
30	Large " White, 6 x 6, 50	43	Powder " " 3 3/4 x 4 1/2 25

SEND FOR SAMPLES. Elliot's Parchments are for sale by the leading jobbers. We also make heavy Parchment for Sticky Fly Paper, and Druggists' Pure Tin Foil.

A. G. ELLIOT & CO.

PHILADELPHIA.

FACT DEAD SURE

THE POOREST MAN ON EARTH

CAN BE CURED OF

THE TOBACCO HABIT

BY OUR METHOD

We offer by mail a Remedy that will **FREE EVERY SLAVE** to tobacco in ten days

Read the strongest endorsement ever given any remedy, and if you are not fully satisfied write for leaflet containing over 6,000 testimonials.

UNITED STATES HEALTH REPORTS (Official Endorsement June 19, 1895, page 10.)

"In the interest of the masses for whom these Reports are compiled, the United States Health Reports have examined and investigated many preparations having for their object the cure of the tobacco habit, but among them all we have no hesitancy in giving the editorial and official endorsement of these Reports to the remedy known as **Uncle Sam's Tobacco Cure**, manufactured by the **Keystone Remedy Co.**, at 217 LaSalle Street, Chicago. We have demonstrated by personal tests that this antidote positively destroys the taste and desire for tobacco in ten days, leaving the system in a perfectly healthy condition, and the person using the same forever free from the habit.

"In the light of our examinations and tests of **Uncle Sam's Tobacco Cure**, we are but performing a duty we owe the public when we endorse the same, and stamp it as the crowning achievement of the nineteenth century in the way of destroying a habit as disgusting as it is common (for only \$1.00), hence we earnestly advise you to write them for particulars."

For Sale by all Wholesale Druggists

To one pound of glycerine add a quarter ounce of ammonia and let it stand a few days before using.

Add one ounce of the above to every fifty ounces of your fixing solution. Afterwards in fifteen minutes and immerse the prints in a weak solution of salt and water. —*American Journal of Photography.*

REDUCING SOLUTION. — Dissolve one part red prussiate of potash in fifteen parts of water, wrap the bottle in yellow paper, to protect the solution from decomposition by light.

To a solution of one ounce hyposulphite of soda in fifteen ounces of water add from one-half to one ounce of the red prussiate solution immediately before use. Watch the negative carefully, avoiding strong light during the operation, and remove it to running water immediately when sufficiently reduced.

The final washing should be a through one, as the chemicals, especially the hypo, are very difficult to eliminate from a gelatine film. Let the plates remain at least an hour in running water. If no hydrant is at hand, wash an hour, changing the water frequently. —*American Journal of Photography.*

German distillers are said to be turning out considerable quantities of oil of celery. The oil is extracted from the leaves, and possesses the pungent odor and taste of the plant itself. The yield of oil is about one per cent. of the green leaves distilled.

Sample Advertisements.

(From the *Trade Magazine.*)

GET AN AXE

of your hardware man, silks
of your dry-goods man, milk of
your milk man. But pure
drugs; good brushes, fine
soaps, of

HEALTH & WEALTH
Druggists

**Just what the
Doctor Ordered.**

That's what you'll get here every time in our prescription department.

We strive to deserve your utmost confidence. Nothing "cheap" here, but your money's worth every time.

**SMITH'S
Drug Store.**

Did You Ever Stop

to think how many and varied are the articles which are kept by an all-round druggist?

Brushes for the teeth, brushes for the hair, brushes for the bath, brushes for the hands. Sweet-scented soaps, sweet-scented essences, sweet-scented powders for the wardrobe. Hot-water bottles, bottles for babies, and bottles of medicine till you can't rest. If you'd learn more about our variety you'd come here oftener.

Blue Light Pharmacy

**FIFTEEN YEARS OF
ACTIVE BUSINESS**

As druggists in Smithville have made our name and label the synonym of honest services. . . .

To-day we are better equipped than ever before.

No other drug store can give better skill or better value to its customers.

S. W. Smith & Co.

Apothecaries

**Good Drugs
Are Expensive**

Don't get the idea that our profits on prescriptions are big.

Our time is worth something; of course we make a profit on every prescription we compound. Not a big one, but enough to keep the business hall rolling and make the business fascinating.

We use good drugs—not a grain of unreliable drugs in the store.

We are very careful in compounding prescriptions. We do all in our power to furnish medicine that will secure the results desired by your doctor.

**Health & Wealth
Druggists**

Cement for Metals.

Several cements are used to make metals adhere either to wood or glass. We give two much-used recipes:

I. Parts by weight.

- Boiled linseed oil..... 6
- Copal..... 6
- Litharge..... 2
- Powdered white lead..... 1

II. Parts by weight.

- Slaked lime..... 1
- Brick dust..... 2
- Boiled linseed oil..... 3

In each case all that is needed is to make a thoroughly homogeneous mixture of the ingredients.

AMERICAN CEMENT.

Parts by weight.

- India rubber..... 10
- Chloroform..... 6
- Mastic..... 2

This size is also good for making glass adhere to other hard surfaces.

WHITE CEMENT.

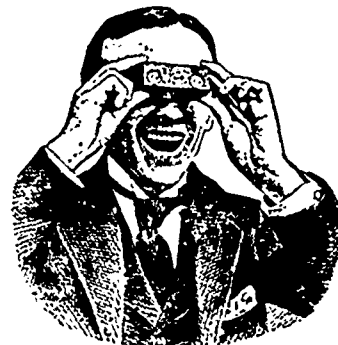
Parts by weight.

- Acetate of lead..... 46
- Alum..... 46
- Gum Arabic..... 76
- Wheat flour..... 500

Dissolve the acetate of lead and the alum in a little water, and separately dissolve the gum arabic in a fair quantity of boiling water. Thus, if the 500 parts of wheat flour represent a pound, the quantity of water needed will be about a quart. The gum having dissolved, add the flour, put the whole on the fire, stir well with a wooden stick, then add the solution of acetate and alum. Continue the stirring in order to avoid the formation of lumps, then take it off the fire without allowing it to boil. This cement is used cold, and will not scale. It is very useful in making wood, glass, cardboard, etc., adhere to metals, and is extremely strong. —*Oils, Colors, and Drysalteries.*

Amongst the Wholesalers.

The Laughing Camera.



The laughing Camera is one of the latest novelties, and as a source of amusement has proved a great success. It is retailed at 25 cents and the sale has already proved it a success with dealers in fancy goods, etc. Nerlich & Co., 35 Front street west, Toronto, are offering it to the trade.

Choice Stationery.

Messrs. Warwick Bros. & Rutter are showing some very choice Stationery, suitable for the holiday trade, also a fine line of Stationers' Sundries suitable for the drug and novelty trade.

Special Prices in Trusses.

Messrs. Allan & Co., 132 Bay street, Toronto, are offering this month special values in Hard Rubber, Elastic and English Pattern Trusses. They are also offering rubber goods at close prices, and will be pleased to give quotations.

Surgical Instruments.

The attention of our readers is called to the advertisement of the well-known

house of Powell & Barstow, 58 Blackfriars Road, London, England. This house was established in 1830 by W. Hurlstone & Co., of whom the present proprietors are the successors. Being manufacturers, they are in a position to offer at best prices all kinds of Surgical Instruments and appliances, and special lines of Druggists' Sundries, of which quotations will be furnished and price lists mailed on application.

Wall Paper.

This line of goods, which is largely handled by a number of druggists, may be made a very profitable one. The secret of it lies in the buying. M. Staunton & Co., Toronto, are large manufacturers of wall paper, and their prices and samples will be found right. Read their advertisement on page of this issue.

Fibre Chamois Vests.

A line which has taken remarkably well with the drug trade, and is meeting with ready sale, is that of Chest Protectors and Vests made with Fibre Chamois, both lined and unlined. They are made in a variety of styles and their low price commends them to the public. They are manufactured by the Ever Ready Dress Stay Co., of Windsor, Ont. See advertisement on page.

Always Gives Satisfaction.

The special attention of all chemists and dispensers is directed to what *The Lancet* says of Solazzi Liquorice Juice, which is advertised in *THE DRUGGIST* this month: "The dried extract of liquorice root, generally sold in sticks, has frequently been the subject of very considerable adulteration, the adulterant commonly found being entirely inert medicinally, and being in most cases some form of starch. The above brand has long been known to be of standard purity. We found the specimen to be completely soluble in water and entirely free from impurities of any kind. It is, therefore, well adapted for the pharmaceutical purpose for which it is so useful, while as a popular demulcent it is both safe and reliable.

Apenta.

Apenta is a well-known and much-esteemed purgative water derived from the Uj Hunyadi Springs, situated on the slopes outside Buda-Pest. Its composition in regard to its saline and active constituents, as far as we have examined samples obtained at different times and different places, is constant—a point of some importance, since the practitioner is thus enabled to prescribe definite quantities for definite results, and patients to rely upon a uniformity of medicinal action. The specific gravity of four samples taken at random at different times ranged between 1.039 and 1.041, which represents

but a slight difference in the amount of dissolved saline constituents. The mean composition in grammes per litre was found to be as follows: magnesium sulphate, 23.40; sodium sulphate, 16.32; sodium chloride, 1.81; calcium carbonate, 0.90; and calcium sulphate, a trace. There was a good indication of lithium. It will be seen that the magnesium sulphate is decidedly in excess of the sodium sulphate. The taste of the water is bitter, but is less disagreeable than it might be were the magnesium salt not distinctly in excess of the sodium salt. The magnesium salt is less nauseating, and as a purgative is of a generally milder character and less rapid in its action than sulphate of soda. Its medicinal effect is favorably modified doubtless by the fact of its being a natural water. The observation has frequently been made that artificially-made waters exhibiting approximately the same saline composition are not so beneficial as those derived from natural sources. This would appear to be true of purgative as well as chalybeate and alkaline carbonated waters.—*The Lancet*, 28th March, 1896.

Magazines.

Won't You Give Your Love to Me?

We have just received a copy of the above-named beautiful song with a splendid waltz chorus. It is now being sung in all the prominent theatres in New York, Boston, and Philadelphia. The following are the words of the chorus:

Won't you give your love to me and take my heart,
Ever to abide with yours alone, sweetheart?
There to dwell through all eternity—
Darling, won't you give your love, your love to me?

Price 40 cents per copy. All readers of our paper will receive a copy at half price by sending 20 cents in silver or postage stamps to The Union Mutual Music Co., 265 Sixth Avenue, New York.

The Great Jenny Lind Concert

Only a few remain who can recall the marvellous enthusiasm which attended Jenny Lind's first appearance in America, in the old Castle Garden, in 1850. When she arrived from England 50,000 people were at the dock to greet her. That night

30,000 people serenaded her in front of her hotel. Seats for her concert sold at fabulous prices. On the night of her first American concert over 5,000 people had

WANTS, FOR SALE, ETC.

Advertisements under the head of Business Wanted, Situations Wanted, Situations Vacant, Business for Sale, etc., will be inserted once free of charge. Answers must not be sent in care of this office unless postage stamps are forwarded to re-mail replies.

SITUATIONS WANTED.

WANTED, SITUATION BY CLERK, FIVE years' experience; passed Junior Examinations O.C.P., good references. B. M. Copeland, Box 62, Preston, Ont.

SITUATION WANTED BY DRUG CLERK, registered at the O.C.P., one year's experience, furnish best of references. Address, Drug Clerk, 158 Wilton Ave., Toronto, Ont.

SITUATION WANTED BY A YOUNG MAN with nearly three years' city experience. An Apt dispenser and stock-keeper, best of references. Address, Drugs, Box 132, Brantford, Ont.

SITUATION WANTED BY YOUNG MAN, MEDICINIST of O.C.P., good experience, best references. Address, Box 238, Watford, Ont.

SITUATION WANTED AS DRUG CLERK, THREE and one-half years' experience, and one term at Ontario College of Pharmacy, references if required. Chemist, Box 26, CANADIAN DRUGGIST.

FOR SALE.

ESTABLISHED DRUG BUSINESS. A SPLENDID opening for a young man, moderate stock, light expenses, good location, will stand investigation. Address, B. R., CANADIAN DRUGGIST.

Southern Asthma Cure

(LIQUID)

CURES ASTHMA, ROSE
COLD, HAY FEVER, Etc.



The Best Remedy for Asthma

Ever Discovered.



Price, \$1 per bottle



JAMES A. KENNEDY & CO.,

WHOLESALE DRUGGISTS

342 Richmond St., - LONDON.

Wholesale Agents for the Dominion.

"Surf" Sea Salt

is a new 15c. pkg., put up in a doz. 5 lb. pkgs. per case, price \$7.10 per gross (12 cases) \$84. Wholesale houses sell it. Pkg. is a new patent cardboard one, and handsomely printed. Sales of first week in Toronto 120 cases. The salt is clear as glass and of a size that dissolves readily. It never gets damp, and contains no dirt or grit. Analyzes 99.98 per cent. pure salt. You can work up a good salt trade if you try. Why not do it?

TORONTO SALT WORKS, Toronto, Importers.

SEELY

The American Perfumer



We desire to notify the Trade that our representatives are now showing the Finest line of Holiday Perfumes and Novelties yet shown by them.

Every Druggist in the Dominion will consult his interests by making an effort to see the line.

If our Representatives do not call regularly on you, please notify us and we will arrange to see you.

WE SELL TO THE DRUG TRADE ONLY

SEELY MANUFACTURING COMPANY

ESTABLISHED IN 1862

Detroit, Mich.

Windsor, Ont.

CANADIAN DRUGGIST PRICES CURRENT

Corrected to November 10th, 1896.

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 37	\$4 65	Powdered, lb.....	\$ 30	35	Myrrh, lb.....	\$ 45	\$ 48
Methyl.....	1 90	2 00	CARBON, Bisulphide, lb..	17	18	Powdered, lb.....	55	60
ALLSPICE, lb.....	13	15	CARMINE, No. 40, oz.....	40	50	Opium, lb.....	4 25	4 50
Powdered, lb.....	15	17	CASTOR, Fibre, lb.....	20 00	20 00	Powdered, lb.....	5 25	5 50
ALOIN, oz.....	40	45	CHALK, French, powdered, lb...	10 00	12	Scammony, pure Resin, lb.....	12 50	13 00
ANODYNE, Hoffman's bot., lbs...	50	55	Precip., see Calcium, lb.....	10	12	Shellac, lb.....	40	45
ARROWROOT, Bermuda, lb.....	50	55	Prepared, lb.....	5	6	Bleached, lb.....	45	50
St. Vincent, lb.....	15	18	CHARCOAL, Animal, powd., lb...	4	5	Spruce, true, lb.....	30	35
BAL. AM, Fir, lb.....	40	45	Willow, powdered, lb.....	20	25	Tragacanth, flake, 1st, lb.....	85	90
Copaiba, lb.....	65	75	CLOVE, lb.....	16	17	Powdered, lb.....	1 10	1 25
Peru, lb.....	3 75	4 00	Powdered, lb.....	17	18	Sorts, lb.....	55	70
Tolu, can or less, lb.....	95	1 00	COCHINEAL, S.G., lb.....	40	45	Thus, lb.....	8	10
BARK, Barberry, lb.....	22	25	COLLODION, lb.....	75	80	HERN, Althea, lb.....	27	35
Bayberry, lb.....	15	18	Cantharidal, lb.....	2 50	2 75	Bitterwort, lb.....	36	40
Buckthorn, lb.....	15	17	CONFECTION, Senna, lb.....	40	45	Burdock, lb.....	16	18
Canella, lb.....	15	17	CREOSOTE, Wood, lb.....	2 00	2 50	Boneset, ozs, lb.....	15	17
Cascara, Sagrada.....	25	30	CUTTLEFISH BONE, lb.....	25	30	Catnip, ozs, lb.....	17	20
Cascarilla, select, lb.....	18	20	DEXTRENE, lb.....	10	12	Chiretta, lb.....	25	30
Cassia, in mats, lb.....	18	20	DOVER'S POWDER, lb.....	1 50	1 60	Coltsfoot, lb.....	20	38
Cinchona, red, lb.....	60	65	ERGOT, Spanish, lb.....	75	80	Feverfew, ozs, lb.....	53	55
Powdered, lb.....	65	70	Powdered, lb.....	90	1 00	Grindelia robusta, lb.....	45	50
Yellow, lb.....	35	40	Ergotin, Keith's, oz.....	2 00	2 10	Horehound, ozs., lb.....	18	20
Pale, lb.....	40	45	EXTRACT LOGWOOD, bulk, lb...	13	14	Jaborandi, lb.....	45	50
Elm, selected, lb.....	18	20	Pounds, lb.....	14	17	Lemon Balm, lb.....	38	40
Ground, lb.....	17	20	FLOWERS, Arnica, lb.....	15	20	Liverwort, German, lb.....	38	40
Powdered, lb.....	20	28	Calendula, lb.....	55	60	Lobelia, ozs, lb.....	15	20
Hemlock, crushed, lb.....	18	20	Camomile, Roman, lb.....	25	30	Motherwort, ozs., lb.....	20	22
Oak, white, crushed lb.....	15	17	German, lb.....	40	45	Mullein, German, lb.....	17	20
Orange peel, bitter, lb.....	15	16	Elder, lb.....	20	22	Pennyroyal, ozs., lb.....	18	20
Prickly ash, lb.....	35	40	Lavender, lb.....	12	15	Peppermint, ozs., lb.....	21	22
Sassafras, lb.....	15	16	Rose, red, French, lb.....	1 60	2 00	Rue, ozs., lb.....	30	35
Soap (quillaya), lb.....	13	15	Rosemary, lb.....	25	30	Sage, ozs., lb.....	18	20
Wild cherry, lb.....	13	15	Saffron, American, lb.....	65	70	Spearmint, lb.....	21	25
BLANS, Calabar, lb.....	45	50	Spanish, Val'a, oz.....	1 00	1 25	Thyme, ozs., lb.....	18	20
Tonka, lb.....	1 50	2 75	GELATINE, Cooper's, lb.....	75	80	Tansy, ozs., lb.....	15	18
Vanilla, lb.....	8 50	9 00	French, white, lb.....	35	40	Wormwood, oz.....	20	22
BERRIES, Cubeb, sifted, lb.....	30	35	GLYCERINE, lb.....	23	25	Yerba Santa, lb.....	38	44
powdered, lb.....	35	40	GUARANA.....	200	2 25	HONEY, lb.....	13	15
Juniper, lb.....	7	10	Powdered, lb.....	2 25	2 50	HOPS, fresh, lb.....	20	25
Ground, lb.....	12	14	GUM ALOES, Cape, lb.....	18	20	INDIGO, Madras, lb.....	75	80
Prickly ash, lb.....	40	45	Barbadoes, lb.....	30	50	INSECT POWDER, lb.....	35	38
BUDS, Balm of Gilead, lb.....	55	60	Socotrine, lb.....	65	70	ISINGLASS, Brazil, lb.....	2 00	2 10
Cassia, lb.....	25	30	Asafetida, lb.....	40	45	Russian, true, lb.....	6 00	6 50
BUTTER, Cacao, lb.....	75	80	Arabic, 1st, lb.....	70	75	LEAF, Aconite, lb.....	25	30
CAMPHOR, lb.....	65	75	Powdered, lb.....	80	95	Bay, lb.....	18	20
CANTHARIDES, Russian, lb.....	1 40	1 50	Sifted sorts, lb.....	45	50	Belladonna, lb.....	25	30
Powdered, lb.....	1 50	1 60	Sorts, lb.....	30	35	Buchu, long, lb.....	50	55
CAPSICUM, lb.....	25	30	Benzoin, lb.....	50	1 00	Short, lb.....	25	27
			Catechu, Black, lb.....	9	20	Coca, lb.....	35	40
			Camboge, powdered, lb.....	1 20	1 25	Digitalis, lb.....	15	20
			Guaiaic, lb.....	50	1 00	Eucalyptus, lb.....	18	20
			Powdered, lb.....	90	95	Hyoscyamus.....	20	25
			Kino, true, lb.....	2 00	2 25	Matico, lb.....	70	75

Seena, Alexandria, lb.	\$ 25	\$ 30
Tinnevely, lb.	15	25
Stramonium, lb.	20	25
Uva Ursi, lb.	15	18
LICORICE, Swedish, doz.	1 00	1 10
LICORICE, Solazzi.	45	50
Pignatelli.	35	40
Grasso.	30	35
Y & S—Sticks, 6 to 1 lb., per lb.	27	30
Purity, 100 sticks in box	75	75
Purity, 200 sticks in box	1 50	1 50
Acme Pellets, 5 lb. tins	2 00	2 00
Lozenges, 5 lb. tins.	2 00	2 00
Tar, Licorice, and Tolu, 5 lb. tins.	2 00	2 00
LUPULIN, oz.	30	35
LYCOPodium, lb.	70	80
MACE, lb.	1 20	1 25
MANNA, lb.	1 60	1 75
MOSS, Iceland, lb.	9	10
Irish, lb.	12	13
MUSK, Tonquin, oz.	46 00	50 00
NUTGALLS, lb.	21	25
Powdered, lb.	25	30
NUTMEGS, lb.	1 00	1 10
NUX VOMICA, lb.	10	12
Powdered, lb.	25	27
OAKUM, lb.	12	15
OINTMENT, Merc., lb. ½ and ½.	70	75
Citrine, lb.	45	50
PARALDEHYDE, oz.	20	22
PEPPER, black, lb.	12	13
Powdered, lb.	15	16
PEECH, black, lb.	3	4
Bergundy, true, lb.	10	12
PLASTER, Calcined, hbl. cash	25	3 25
Adhesive, yd.	12	13
Belladonna, lb.	65	70
Galbanum Comp., lb.	80	85
Lead, lb.	25	30
POPPY HEADS, per 100.	1 00	1 10
ROBIN, Common, lb.	24	3
White, lb.	34	4
RESORCIN, white, oz.	25	30
ROCHELLE SALT, lb.	28	30
ROOT, Aconite, lb.	22	25
Althea, cut, lb.	30	35
Belladonna, lb.	25	30
Blood, lb.	15	16
Bitter, lb.	27	30
Blackberry, lb.	15	18
Burdock, crushed, lb.	18	20
Calamus, sliced, white, lb.	20	25
Canada Snake, lb.	30	35
Cohosh, black, lb.	15	20
Colchicum, lb.	40	45
Columbo, lb.	20	22
Powdered, lb.	25	30
Coltsfoot, lb.	38	40
Comfrey, crushed, lb.	20	25
Curcuma, powdered, lb.	13	14
Dandelion, lb.	15	18
Elecampane, lb.	15	20
Galangal, lb.	15	18
Gelsemium, lb.	22	25
Gentian or Genitan, lb.	10	11
Ground, lb.	11	12
Powdered, lb.	13	15
Ginger, African, lb.	18	20
Po., lb.	20	22
Jamaica, blchd., lb.	27	30
Po., lb.	30	35
Ginseng, lb.	4 50	4 75
Golden Seal, lb.	75	80
Gold Thread, lb.	90	95
Hellebore, white, powd., lb.	12	15
Indian Hemp.	18	20
Ipecac, lb.	1 75	2 00
Powdered, lb.	2 00	2 25
Jalap, lb.	55	60
Powdered, lb.	60	65
Kava Kava, lb.	40	90
Licorice, lb.	12	15
Powdered, lb.	13	15
Mandrake, lb.	13	18
Masterwort, lb.	16	40
Oria Florentine, lb.	30	35
Powdered, lb.	40	45
Parua Brava, true, lb.	40	45
Pars. lb.	40	45
Pars. lb.	30	35
Pleur. lb.	20	25
Poke, lb.	15	18

Queen of the Meadow, lb.	\$ 18	\$ 20
Rhatany, lb.	20	30
Rhubarb, lb.	75	2 50
Sarsaparilla, Hond, lb.	40	45
Cut, lb.	50	55
Senega, lb.	55	65
Squill, lb.	13	15
Stillingia, lb.	22	25
Powdered, lb.	25	27
Unicorn, lb.	38	40
Valeran, English, lb. true.	20	25
Virginia, Snake, lb.	40	45
Yellow Dock, lb.	15	18
RUM, Bay, gal.	2 50	2 75
Essence, lb.	3 00	3 25
SACCHARIN, oz.	1 25	1 50
SEED, Anise, Italian, sifted, lb.	13	15
Star, lb.	35	40
Burdock, lb.	30	35
Canary, bag or less, lb.	4	5
Caraway, lb.	10	13
Cardamom, lb.	1 25	1 50
Celery.	25	30
Colchicum.	50	60
Coriander, lb.	10	12
Cumin, lb.	15	20
Fennel, lb.	15	17
Fenugreek, powdered, lb.	7	9
Flax, cleaned, lb.	3½	4
Ground, lb.	4	5
Hemp, lb.	3½	4
Mustard, white, lb.	11	12
Powdered, lb.	15	20
Pumpkin.	25	30
Quince, lb.	65	70
Rape, lb.	5	6
Strophanthus, oz.	50	55
Worm, lb.	22	25
SEIDLITZ MIXTURE, lb.	25	30
SOAP, Castile, Mottled, pure, lb.	10	12
White, Conti's, lb.	15	16
Powdered, lb.	25	40
Green (Sapo Viridis), lb.	25	25
SPERMACEIN, lb.	75	70
TURPENTINE, Chian, oz.	65	80
Venice, lb.	10	12
WAX, White, lb.	50	75
Yellow.	40	45
WOOD, Guaiac, rasped.	5	6
Quassia chips, lb.	10	12
Red Saunders, ground, lb.	5	6
Santal, ground, lb.	5	6

CHEMICALS.

ACID, Acetic, lb.	12	13
Glacial, lb.	45	50
Benzoic, English, oz.	20	25
German, oz.	10	12
Boracic, lb.	13	14
Carbolic Crystals, lb.	28	30
Calvert's No. 1, lb.	2 10	2 15
No. 2, lb.	1 35	1 40
Citric, lb.	45	50
Gallic, oz.	10	12
Hydrobromic, diluted, lb.	30	35
Hydrocyanic, diluted, oz. bottles doz.	1 50	1 60
Lactic, concentrated, oz.	22	25
Muriatic, lb.	3	5
Chem. pure, lb.	18	20
Nitric, lb.	10½	13
Chem. pure, lb.	25	30
Oleic, purified, lb.	75	80
Oxalic, lb.	12	13
Phosphoric, glacial, lb.	1 00	1 10
Dilute, lb.	13	17
Pyrogallic, oz.	30	35
Salicylic, white, lb.	55	70
Sulphuric, carboy, lb.	2½	2½
Bottles, lb.	5	6
Chem. pure, lb.	18	20
Tannic, lb.	80	85
Tartaric, powdered, lb.	38	40
ACETANILID, lb.	70	75
ACONITINE, grain.	4	5
ALUM, cryst. lb.	1½	3
Powdered, lb.	3	4
AMMONIA, Liquor, lb., .880.	10	12
AMMONIUM, Bromide, lb.	80	85
Carbonate, lb.	14	15
Iodide, oz.	35	40
Nitrate crystals, lb.	40	45
Muriate, lb.	12	16

Valerianate, oz.	\$ 55	\$ 60
AMYL, Nitrite, oz.	16	18
ANTINERVIN, oz.	85	00
ANTIKAMNIA.	1 30	1 35
ANTIPYRIN, oz.	1 10	1 20
ARISTOL, oz.	1 85	2 00
ARSENIC, Donovan's sol., lb.	25	30
Fowler's sol., lb.	10	13
Iodide, oz.	50	55
White, lb.	6	7
ATROPINE, Sulp. in ½ ozs. 80c., oz.	6 00	6 25
BISMUTH, Ammonia-citrate, oz.	35	40
Iodide, oz.	50	55
Salicylate, oz.	20	25
Subcarbonate, lb.	1 80	2 00
Subnitrate, lb.	1 50	1 60
BORAX, lb.	7	8
Powdered, lb.	8	9
BROMINE, oz.	8	13
CADMIUM, Bromide, oz.	20	25
Iodide, oz.	45	50
CAFFEINE, oz.	55	60
Citrate, oz.	45	50
CALCIUM, Hypophosphite, lb.	1 50	1 60
Iodide, oz.	95	1 00
Phosphate, precip., lb.	35	38
Sulphide, oz.	5	6
CERIUM, Oxalate, oz.	10	12
CHINIDINE, oz.	15	18
CHLORAL, Hydrate, lb.	1 25	1 30
Croton, oz.	75	80
CHLOROFORM, lb.	60	1 90
CINCHONINE, sulphate, oz.	25	30
CINCHONIDINE, Sulph., oz.	15	20
COCAINE, Mur., oz.	5 25	6 25
CODIA, ½ oz.	70	75
COLLOIDION, lb.	65	70
COPPER, Sulph., (Blue Vitriol) lb.	6	7
Iodide, oz.	65	70
COPPERAS, lb.	1	3
DIURETIN, oz.	1 60	1 65
ETHER, Acetic, lb.	75	80
Sulphuric, lb.	40	50
EXALGINE, oz.	1 00	1 10
HYOSCYAMINE, Sulp., crystals, gr.	25	30
IODINE, lb.	4 75	5 50
IODOFORM, lb.	6 00	7 00
IODOL, oz.	1 40	1 50
IRON, by Hydrogen.	80	85
Carbonate, Precip., lb.	15	16
Sacch., lb.	30	35
Chloride, lb.	45	55
Sol., lb.	13	16
Citrate, U.S.P., lb.	90	1 00
And Ammon., lb.	70	75
And Quinine, lb.	1 50	3 00
Quin. and Stry., oz.	18	30
And Strychine, oz.	13	15
Dialyzed, Solution, lb.	50	55
Ferrocyanide, lb.	55	60
Hypophosphites, oz.	25	30
Iodide, oz.	40	45
Syrup, lb.	40	45
Lactate, oz.	5	6
Permanganate, solution, lb.	15	16
Phosphate scales, lb.	1 25	1 30
Sulphate, pure, lb.	7	9
Exsiccated, lb.	8	10
And Potass. Tartrate, lb.	80	85
And Ammon Tartrate, lb.	80	85
LEAD, Acetate, white, lb.	13	15
Carbonate, lb.	7	8
Iodide, oz.	35	40
Red, lb.	7	9
LIME, Chlorinated, bulk, lb.	4	5
In packages, lb.	6	7
LITHIUM, Bromide, oz.	30	35
Carbonate, oz.	30	35
Citrate, oz.	25	30
Iodide, oz.	50	55
Salicylate, oz.	35	40
MAGNESIUM, Calc., lb.	55	60
Carbonate, lb.	18	20
Citrate, gran., lb.	35	40
Sulph. (Epsom salt), lb.	13	3
MANGANESE, Black Oxide, lb.	5	7
MENTHOL, oz.	50	55
MERCURY, lb.	75	80
Ammon (White Precip.)	1 25	1 30
Chloride, Corrosive, lb.	85	90
Calomel, lb.	1 00	1 10
With Chalk, lb.	60	65

gathered in the Battery before Castle Garden by six o'clock, although the concert did not begin until eight. When the doors were opened the crush was terrible, and within fifteen minutes every available inch of room, other than the reserved seats, was occupied, and 10,000 people were outside, unable to get in. Then every rowboat, sailboat, and steamer which could be pressed into service was engaged to lie in the water by the old Garden Hall, crowded with people, who could only hear the strains of Jenny's voice as it floated through the opened windows. The whole scene has now been repictured by Hon. A. Oakey Hall, ex-Mayor of New York City, and he gives a wonderfully graphic recital of the event in the November *Ladies' Home Journal*. The actual scene of Jenny Lind singing her first song to her wonderful audience of thousands is shown in a picture copied by De Thulstrup from a photograph made at the time.

Frank Leslie's Popular Monthly for November.

Yale University is the subject of an interesting article in the November number of *Frank Leslie's Popular Monthly*. It is written by one of the senior students, George Henry Nettleton, and is profusely illustrated with views and portraits. It is the first of a series of papers on "American Universities and Colleges," to appear in successive issues of this magazine. Another attractive and well illustrated article in this number is "The Stage Debutanté," by Arthur Hornblow, giving portraits of many of the younger actresses. Then there is a description of Madagascar and the Malagasy, by Mary Titcomb; the continuation of Edith Sessions Tupper's stirring serial, "Father John"; a graphic account of the "Twin Cities," Minneapolis and St. Paul, by Charles Thomas Logan; an article on the Gold Standard, by Henry Cabot Lodge; short stories and poems by John Gilmer Speed, Captain Jack Crawford, Lurana W. Sheldon, Ella Higginson, Louis Pendleton, and Clifford Howard; the Department for Boys and Girls, with contributions by F. A. Ober and Horatio Alger, Jr., etc. The quality and quantity of the illustrations in this number are particularly noticeable.

The Companion Calendar.

It is said that the expense of making the *Companion Art Calendar* for 1897 was so great that had it been published in the usual quantity it could not be sold for less than one dollar. Four beautiful female figures are reproduced on four folding pages. Each figure is lithographed in twelve colors, being a true reproduction of the original water-color painting, which was selected because of its excellence of design and charm of color and tone. The size of each of the four folding pages is 10½ inches by 6 inches.

It is by far the best piece of color work the *Companion* has ever offered. Both as a calendar and as a gem of the litho-

grapher's art, it is so attractive that it becomes a valuable addition to the mantel or centre-table of any room. It is given free to all new subscribers sending \$1.75 to the *Companion* for the year 1897, who receive also the paper free from the time the subscription is received till January 1, 1897.

Celebrating in 1897 its seventy-first birthday, the *Companion* offers its readers many exceptionally brilliant features. Fully two hundred of the most famous men and women of both continents have contributed to the next year's volume of the paper. For free illustrated prospectus address *The Youth's Companion*, 205 Columbus avenue, Boston, Mass.

The Ladies' Home Journal.

A series of articles of unique interest has been undertaken by *The Ladies' Home Journal*. It is to be called "Great Personal Events," and will sketch the most wonderful scenes of popular enthusiasm and thrilling historic interest which have occurred in America during the past fifty years. Each one will be graphically detailed by an eye-witness, while leading artists have been employed to portray the events in pictures made from old illustrative material. The series has just been started in the current number of the magazine, Hon. A. Oakey Hall, ex-Mayor of New York City, sketching the scene, "When Jenny Lind Sang in Castle Garden," which still stands as the greatest single concert in the annals of American music. Mrs. Henry Ward Beecher, in the following issue, will tell of a remarkable scene in which her husband was the central figure, "When Mr. Beecher Sold Slaves in Plymouth Pulpit." Then Stephen Fiske will portray the furore and excitement "When the Prince of Wales was in America." Parke Godwin will follow this in a succeeding number with an account of the unparalleled excitement in New York "When Louis Kossuth Rode Up Broadway." Hon. John Russell Young will sketch "When Grant went Around the World," Mr. Young being of General Grant's party. The great scene in the Senate Chamber "When Henry Clay Said Farewell to the Senate" will follow. Lincoln will figure twice in the series; first, in a description of "When Lincoln was First Inaugurated," and, next, "When Lincoln was Buried." The stirring story of the discovery of gold by John W. Mackay will be revived in "When Mackay Struck the Great Bonanza." The series will extend through all the numbers of *The Ladies' Home Journal* during 1897.

Life at Washington.

The inauguration of a President, the selection of his Cabinet, and the seating of a new Congress—national events of the coming year—suggest the question, What are the powers and duties of these high officials? During 1897 it will be answered through the *Youth's Companion*,

in a remarkable series of articles by Secretary Herbert, Postmaster-General Wilson, Attorney-General Harmon, Senator Lodge, and Speaker Reed.

The illustrated announcement for 1897 (mailed free on application to the *Youth's Companion*, Boston) shows that the above is only one of many brilliant "features" by which the *Companion* will signalize its seventy-first year.

Three novelists who at present fill the public eye—Ian Maclaren, Rudyard Kipling, and Stephen Crane—will contribute some of their strongest work. Practical affairs and popular interests will be treated by Andrew Carnegie, Hon. Theodore Roosevelt, Dr. Lyman Abbott, Madame Lillian Nordica, Hon. Carl Schurz, Charles Dudley Warner, Mrs. Burton Harrison, and a hundred other famous men and women.

Four fascinating serials, more than two hundred short stories, and ten times as many sketches and anecdotes will be printed during 1897; and all the departments will be maintained at the high standard which has made the *Companion's* name a synonym for impartial accuracy.

The cost of the *Companion* is but \$1.75 a year, and we know of no investment that will give so great returns for so small an amount of money. New subscribers will receive the paper free from the time the subscription is received until January 1, 1897, and for a full year to January, 1898. New subscribers also receive the *Companion* four-page calendar, lithographed in twelve colors, which is the most expensive color production its publishers have ever offered. Address *The Youth's Companion*, 205 Columbus avenue, Boston, Mass.

Vanilla.

Messrs. Tyler & Finch, New York, who are large dealers in vanilla, say:

The position of the market for vanilla beans is of interest to all manufacturers of this delicious flavor. Owing to the destruction of plants by frost, the crop of last year was less than half an average, the estimates proving very nearly correct. The deficiency was largely made up by accumulated stocks from former years, so that the supply was sufficient for the diminished demand under the general depression, and the low scale of prices continued to the end of the season.

The new plants are not yet bearing, and the shortage in the crop of this year is now variously estimated at 40 to 60 per cent. This crop will come on barren markets everywhere, and the natural result is steadily advancing prices in all the markets of the world, with little prospect of any decline before the end of 1897.

To remove cigarette stains immerse the fingers for a moment in aqua potassæ, after which rinse thoroughly with water.

Marmorekin is the proprietary name of Marmorek's streptococcus serum.

Iodide, Proto, oz.....	\$ 35	\$ 40	Iodide, oz.....	\$ 40	\$ 43	Geranium, oz.....	\$1 75	\$1 80
Bin., oz.....	25	30	Salicylate, lb.....	1 00	1 10	Rose, lb.....	3 20	3 50
Oxide, Red, lb.....	1 15	1 20	Sulphate, lb.....	2	5	Juniper berries (English), lb...	4 50	5 00
Pill (Blue Mass), lb.....	70	75	Sulphite, lb.....	8	10	Wood, lb.....	70	75
MILK SUGAR, powdered, lb....	30	35	SOMNOL, oz.....	\$5	00	Lavender, Chiris. Fleur, lb....	3 00	3 50
MORPHINE, Acetate, oz.....	1 90	1 95	SPIRIT NITRE, lb.....	35	65	Garden, lb.....	1 50	1 75
Muriate, oz.....	1 90	1 95	STRONTIUM, Nitrate, lb.....	18	20	Lemon, lb.....	1 90	2 00
Sulphate, oz.....	2 00	2 10	STRYCHNINE, crystals, oz.....	\$0	\$5	Lemongrass, lb.....	1 50	1 60
PEPSIN, Saccharated, oz.....	35	40	SULFONAL, oz.....	40	42	Mustard, Essential, oz.....	60	65
PHENACETINE, oz.....	40	42	SULPHUR, Flowers of, lb.....	2½	4	Neroli, oz.....	4 25	4 50
PILOCARPINE, Muriate, grain....	35	38	Pure precipitated, lb.....	13	20	Orange, lb.....	2 75	3 00
PIPERIN, oz.....	1 00	1 10	TARTAR EMETIC, lb.....	50	55	Sweet, lb.....	2 75	3 00
PHOSPHORUS, lb.....	90	1 10	THYMOI (Thymic acid), oz.....	55	60	Origannum, lb.....	65	70
POTASSA, Caustic, white, lb....	60	65	VERATRINE, oz.....	2 00	2 10	Patchouli, oz.....	80	85
POTASSIUM, Acetate, lb.....	35	40	ZINC, Acetate, lb.....	70	75	Pennyroyal, lb.....	2 50	2 75
Bicarbonate, lb.....	15	17	Carbonate lb.....	25	30	Peppermint, lb.....	2 75	3 00
Bichromate, lb.....	14	15	Chloride, granular, oz.....	13	15	Pimento, lb.....	2 00	2 75
Bitrat (Cream Tart.), lb.....	29	30	Iodide, oz.....	60	65	Rhodium, oz.....	80	95
Bromide, lb.....	65	70	Oxide, lb.....	13	60	Rose, oz.....	7 50	11 00
Carbonate, lb.....	12	13	Sulphate, lb.....	9	11	Rosemary, lb.....	70	75
Chlorate, Eng., lb.....	18	20	Valerianate, oz.....	25	30	Rue, oz.....	25	30
Powdered, lb.....	20	22	ESSENTIAL OILS.			Sandalwood, lb.....	5 50	7 50
Citrate, lb.....	70	75	Oil, Almond, bitter, oz.....	75	80	Sassafras, lb.....	75	80
Cyanide, lb.....	40	50	Sweet, lb.....	40	50	Savin, lb.....	1 60	1 75
Hypophosphites, oz.....	10	12	Amber, crude, lb.....	40	45	Spearmint, lb.....	3 75	4 00
Iodide, lb.....	4 00	4 10	Rec't, lb.....	60	65	Spruce, lb.....	65	70
Nitrate, gran, lb.....	8	10	Anise, lb.....	3 75	3 90	Tansy, lb.....	4 25	4 50
Permanganate, lb.....	40	45	Bay, oz.....	50	60	Thyme, white, lb.....	1 80	1 90
Prussiate, Red, lb.....	50	55	Bergamot, lb.....	3 75	4 00	Wintergreen, lb.....	2 75	3 00
Yellow, lb.....	32	35	Cade, lb.....	90	1 00	Wormseed, lb.....	3 50	3 75
And Sod. Tartrate, lb.....	25	30	Cajuput, lb.....	1 60	1 70	Wormwood, lb.....	4 25	4 50
Sulphuret, lb.....	25	30	Capsicum, oz.....	60	65	FIXED OILS.		
PROPHYLAMINE, oz.....	35	46	Caraway, lb.....	2 75	3 00	CASTOR, lb.....	11	12
QUININE, Sulph, bulk.....	25	32	Cassia, lb.....	3 30	3 50	COD LIVER, N.F., gal.....	2 25	2 30
Ozs., oz.....	30	35	Cedar.....	55	85	Norwegian, gal.....	3 00	3 25
QUINIDINE, Sulphate, ozs., oz...	16	20	Cinnamon, Ceylon, oz.....	2 75	3 00	COTTONSEED, gal.....	1 10	1 20
SALICIN, lb.....	75	4 00	Citronella, lb.....	80	85	LARD, gal.....	90	1 00
SANTONIN, oz.....	20	22	Clove, lb.....	1 10	1 20	LINSEED, boiled, gal.....	56	59
SILVER, Nitrate, cryst, oz.....	90	1 00	Copaiba, lb.....	1 75	2 00	Raw, gal.....	55	58
Fused, oz.....	1 00	1 10	Croton, lb.....	1 50	1 75	NEATSFOOT, gal.....	1 20	1 30
SODIUM, Acetate, lb.....	30	35	Cubeb, lb.....	2 50	3 00	OLIVE, gal.....	1 20	1 25
Bicarbonate, kgs., lb.....	2 75	3 00	Cumin, lb.....	5 50	6 00	Salad, gal.....	2 50	2 60
Bromide, lb.....	65	70	Erigeron, oz.....	20	25	PALM, lb.....	12	13
Carbonate, lb.....	3	6	Eucalyptus, lb.....	1 50	1 75	SPERM, gal.....	1 35	1 40
Hypophosphite, oz.....	10	12	Fennel, lb.....	1 60	1 75	TURPENTINE, gal.....	60	65
Hyposulphite, lb.....	3	6						

Drug Reports.

Canada.

Business continues fair, while the advance and the possibilities of the development of our mining interests make the future of business in Canada much brighter than they have been for years.

- Quinine is lower in price.
 - Oil peppermint keeps down in price.
 - Castor oil much higher.
 - Brimstone " "
 - Carbolic acid advanced 2c. lb.
 - Cocaine has declined in price.
 - Ipecacuanha is lower.
 - Camphor gum will probably be dearer.
 - Gum guaiacum is advancing.
 - Quicksilver has declined.
 - Caffeine is lower.
 - Tartar emetic is a trifle easier.
 - Cod-liver oil firm at last month's quotations.
 - Salve is somewhat reduced in price.
 - Oil sassafras has advanced.
 - Opium still remains very low, and no indications of an advance.
- The most interesting feature in the drug market has been the further decline in the price of quinine, owing, it is said, to the competition of the new French makers

England.

London, Oct. 27th, 1896.

There has been an improved tone in the markets, and trade generally is more active.

Acids—Citric and tartaric are dull and easier. Carbolic is firmer. Salicylic has had another drop, and prices are down nearly 25 per cent.

Atropine has been advanced owing to the rise in belladonna root.

Arsenic is slightly easier, but prices are still high.

Balsams—Copaiba firmly held. Tolu steadily advancing.

Glycerine extremely firm, and prices are expected to advance.

Gums—Acacia fine sorts are scarce. Benzoin, unchanged.

Menthol—Easier, with downward tendency.

Oils—Italian castor is dearer. Cod-liver firm and expected to advance. Star anise dearer, and cassia also. Otto is reduced, and quite possibly lower figures may follow.

Opium, dull and unchanged. Quinine, easier.

Roots—Ipecacuanha and jalap firmer. Gentian, dearer, owing to poor crop. Belladonna, advanced for same reason. Senega, higher.

Saffron—New crop not yet due, and old stock has advanced.



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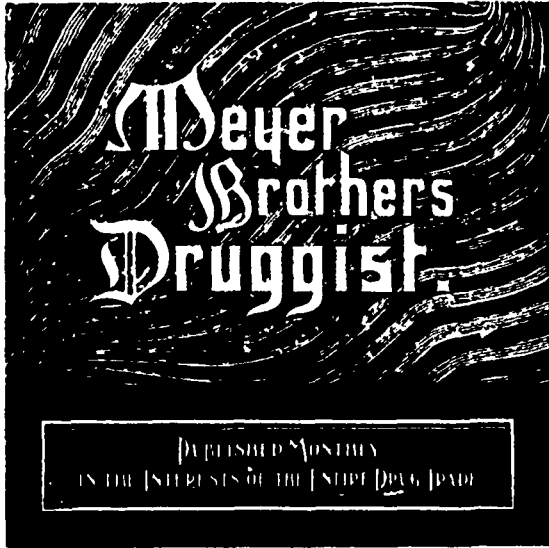
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