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The RETAIL DRUGGIST of Canada

VOL. 7 No. 9

Published by The Con-

ditions Limited, 51 Wellington West, Toronto

SEPTEMBER, 1920

Who also Publish: The Retail Grocer and Provision, Electrical

Furniture World, Canadian Hardware Journal, Canadian Manufacturer, and Contractor, Motoring.

NEW YORK
WEST BROAD
STREET
DRUGGIST

AROMINTS

We are increasing Aromint production, and we are increasing our advertising. Prepare for a bigger business than ever in AROMINTS—the solid mint with the “different” flavor. Order to-day.

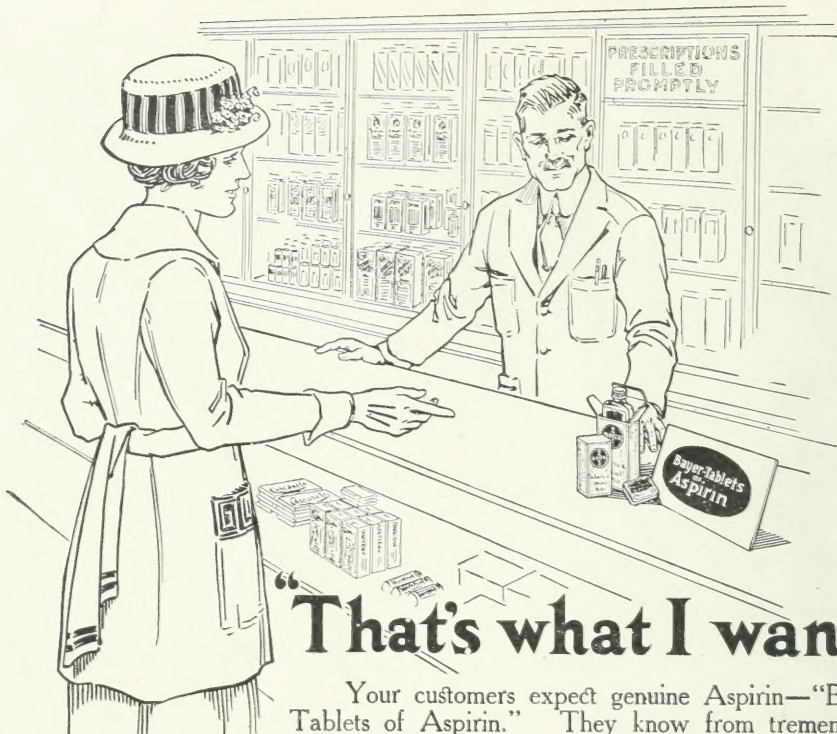
5 Flavors—
Peppermint Wintergreen Cinnamon
Clove Licorice

Canadian Distributors:
OLIVER-LEE, LIMITED
95-97 King Street East, Toronto, Canada
The Aromint Mfg. Co., Limited
Toronto, Canada



Handwritten signature or initials in blue ink.

RS
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-R48
v. 7
no. 9
1920
c. 1
PHARMACY



"That's what I want"

Your customers expect genuine Aspirin—"Bayer Tablets of Aspirin." They know from tremendous advertising throughout the Dominion that there is only one genuine Aspirin—"Bayer," that tablets without the name "Bayer" are not Aspirin at all.

Absolutely No German Interest

"Bayer Tablets of Aspirin" are the same world-famous Aspirin prescribed by physicians for nineteen years. But they are entirely Canadian—made in Canada by a Canadian Company, all rights being purchased from the United States Government.



BIG ADVERTISING ALL SUMMER

Stock double quantity now—all three sizes. No chance to lose, because we will redeem "Bayer" packages for price paid any time you say. A "Bayer" display in window or on counter will pay bigger than any other effort you could make. Write for a "Bayer" display to-day. No charge.

THE BAYER COMPANY, Limited, 52 Sandwich Street, West, WINDSOR, ONT.

Aspirin is the trade mark (registered in Canada) of Bayer Manufacture of Monoaceticacidester of Salicylicacid. While it is well known that Aspirin means Bayer manufacture, to assist the public against imitations, the Tablets of Bayer Company will be stamped with their general trade mark, the "Bayer Cross."



The best selling proprietary
in Canada

ENO'S FRUIT SALT

Can now be had in pre-war
quantities



Like other successful products Eno's Fruit Salt pays the price of success by being imitated in would-be substitutes which cost less and do less.

During the last three or four years of war-forced shortage many dealers — in an honest effort to satisfy their customers—were foolish enough to try to sell these substitutes, which hurt their trade and reputation for quality.

Now, those who know the value of Eno's in regulating the system and keeping it pure, will not accept substitutes.

The wise wholesalers appreciated this fact and when they could get the genuine Eno's they pushed its sale.

We are glad to announce that all live wholesalers and 90% of the retailers are well stocked to-day.

A word of warning—Keep a large stock on hand, for Eno's Fruit Salt is the best selling proprietary in Canada.

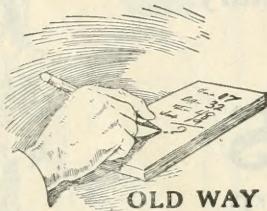
Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

Sole Agents
HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney

304

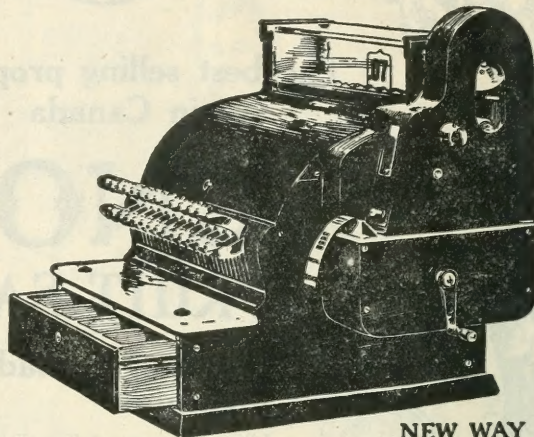


No more mistakes in adding up the items of a sale



OLD WAY

By hand and brain and pencil.
Makes mistakes.
Causes losses.
Causes worry.



NEW WAY

This new receipt-printing cash register adds the items by machinery.

1. It prints a receipt for each customer. →
2. It prints the price of each article.
3. It indicates the price of each article. →
4. It prints the total of all items. →
5. It retains an added and printed record.

J. SMITH COMPANY 10 MAIN ST.
0.07
0.32
0.48
0.19
TOTAL
\$01.06

Copy of receipt, with merchant's name, printed for each customer.

It also does many other things which have made National Cash Registers a business necessity.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED
TORONTO, ONT.



That reminds me!

"I'll get a 'Free Goods Order Blank' from a Diamond Dyes dozen carton, and order a double quantity right now, because this will certainly be a corking Diamond Dyes season! Everybody will want Diamond Dyes when that big advertising starts!"

It's time to order
Diamond Dyes

Order plenty! Don't make yours a "just-out-a" store. Be sure and get enough blues, browns and blacks for both wool and for cotton.

To be "just-out-of" Diamond Dyes when demand will be more than doubled, is to rob yourself of sure profits.

"Free Goods Order Blank" in each Dozen Container



Open a Diamond Dyes dozen container and use the order blank you will find therein. Send this to your wholesaler at once!

\$9.84 Profit on a \$13.56 Investment

With each 12 dozen Diamond Dyes you receive one dozen free. Diamond Dyes give you the most profit.

THE WELLS & RICHARDSON CO. (Limited), MONTREAL, QUEBEC, CAN.

There's No Dull Season

With

HYGLO Manicure Preparations

WINTER and Summer, Spring and Fall, good form and delicacy demand that women's finger nails be perfectly groomed.

Women are seeking, though, the means whereby beautiful hands may be attained with the minimum of time and trouble. Our extensive national advertising is telling them of the easy, effective HYGLO way. Are you ready to pocket the profits when they call? Read over our prices and see our generous dealers' discounts.

Don't forget to ask about our complete line of rouges, face-powders, lip sticks and cosmetic (mascarine).

	Wholesale per doz.	Retail at
501 HYGLO Nail Polish Powder (tubes)	\$3.00	\$.36
502 HYGLO Nail Polish Cake (small)	3.00	.35
503 HYGLO Nail Polish Cake (large)	5.10	.65
504 HYGLO Cuticle Remover and Nail Bleach	3.00	.35
505 HYGLO Nail White in jars	3.00	.35
506 HYGLO Complete Manicure Outfit	12.00	1.50
507 HYGLO Nail Polish Paste (pink)	3.00	.35
508 HYGLO Handy Manicure Outfit	4.20	.50
560 HYGLO Mascarine for Eyelashes and Eyebrows, in black, brown and blonde	6.00	.75
511 HYGLO Compact Powder (flesh, white, Rachel), lavender striped paper box, mirror, lamb's wool puff	4.00	.50
512 HYGLO Compact Rouge (dark, medium, light), as above, lamb's wool puff	4.00	.50
513 HYGLO Metal Box Compact Powder, same colors as 511—Mirror, lamb's wool puff	4.00	.50
514 HYGLO Metal Box Compact Rouge, same colors as 512—mirror, lamb's wool puff	4.00	.50
516 HYGLO Combination Compact Rouge and Powder, lavender striped paper box, full mirror, lamb's wool puff, rouge in dark, medium, light; powder in flesh, white, Rachel	8.00	1.00
536 HYGLO Lip Stick, metal slide case, dark and medium shades	2.75	.35
537 HYGLO Lip Stick, paper tube, dark and medium shades	2.00	.25
559 HYGLO Eyebrow Pencils, metal slide, black, brown	2.00	.25
509 HYGLO Cutical Softener	3.50	.35
510 HYGLO Liquid Nail Polish	3.00	.35
500 HYGLO Manicure Sets De Luxe	24.00	3 00

Minimum quantity for direct shipment—two gross.

Discount: 2 gross, 15 per cent.; 5 gross or more, 20 per cent.; 30 days net; 2 per cent., ten days.

Harold F. Ritchie & Co.
LIMITED

Selling Agents

10 McCaul Street, Toronto, Can.

GRAF BROS. Inc., Makers, 119-125 W. 24th Street
NEW YORK



*The Insecticide that is known
throughout the world*

KEATING'S POWDER

Your profit on the steady demand for Keating's Powder—the universal insecticide—mounts up to a considerable sum when the yearly sales are totalled. Every month in the year—cold weather and warm—its sale is sure. But you can increase this by recommending Keating's to your customers—tell them how quickly it will exterminate

Flies Ants Bugs
Fleas Wasps Cockroaches
Mosquitoes Beetles Moths

Good merchandising would be to have an ample stock on your shelves at all times.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA

Harold F. Ritchie & Company, Limited
10 McCaul Street, TORONTO

Advanced Price 21s. net.

Chemists 19s. 6d.

Reprint of Nineteenth Edition

SQUIRE'S COMPANION

TO THE

BRITISH PHARMACOPOEIA, 1914

Published by J. & A. CHURCHILL,
7 Gt. Marlborough St., W. 1.

The Chemist and Druggist says—"It is the largest British book of the kind whose utility is recognised equally by physicians and pharmacists, while it is also distinctive in containing information that is wanted by specialists in chemistry, medicine and pharmacy. It maintains its unique position as a national work of reference."

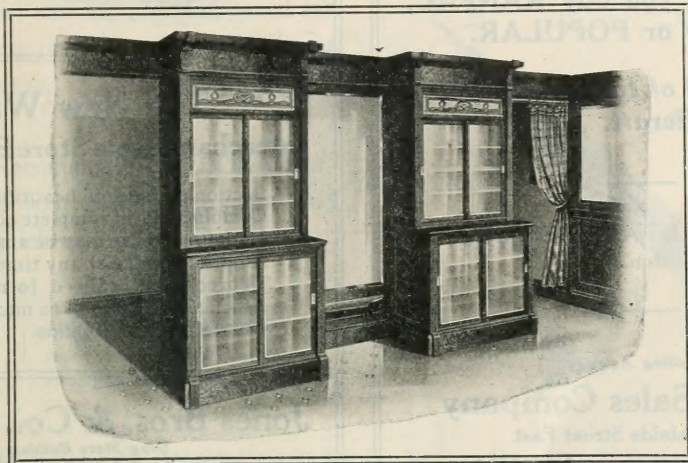
The Prescriber says—"Neither medical man nor pharmacist can afford to be without the latest edition of *Squire's Companion*."

The Perfumery and Essential Oil Record says—"This useful volume cannot be too highly commended."

Leaflet and Quotations on
application

SQUIRE & SONS, LTD.
413 Oxford Street - London, W. 1.

Chemists on the Establishment of The King



The Drug Store Beautiful

The Jones Sectional Drug Units are the most beautiful specimens of the wood-worker's craft.

Manufacturing in quantity, it is possible to make selection of beautiful grained wood from the large stock of lumber we are able to carry.

In addition to oak, we carry the Units in Quartered Gum, "the wood beautiful."

Buying in Units enables a small initial purchase with additions as required. Every store is different, as hundreds of combinations are possible.

Let Our Catalogue Explain

Jones Bros. & Co., Limited

DRUG STORE BUILDERS

29-31 Adelaide Street West, TORONTO

WHEN you want reliable time you buy a watch with a well-known name. When you want reliable clinical thermometers you get them if you buy RANFAC, HARVARD or POPULAR.

A record of twenty-five years honest handicraft.

—————
RANDALL-FAICHNEY CO.
 Boston, Mass.

—————
Selling Agents:

Arthur Sales Company
 61 Adelaide Street East
 TORONTO CANADA



The New Way Interchangeable Store Equipment

Sectional units of beautiful design. Combined, form complete equipment. Initial purchase may be small. Additions made at any time. Depreciation reduced to minimum. Efficiency increased to maximum. Our catalogue explains.

Jones Bros. & Co., Limited
Drug Store Builders
 29-31 Adelaide St. West
 TORONTO

The Largest Sale of any Medicine in the World

This Free Material Helps You Sell

We make it easy for you to link up your store with our dominating advertising by sending, on request, any or all of the following sales-stimulating material. Check off what you want and send to-day!

- BEECHAM'S HELP TO SCHOLARS—A useful little book that pleases all who go to school.
- BEECHAM'S ALMANAC—Everybody will thank you for this year-round calendar. Always acceptable.
- BEECHAM'S WINDOW DISPLAYS—and show cards.
- BEECHAM'S ORACLES—They burn up to make pretty pictures. Amuse the kids and grown-ups too.
- BEECHAM'S DECALCOMANIA—Size 4½ x 7½ inches. A small sign in two colors for door or window.

BEECHAM'S PILLS

should have your recommendation—they'll satisfy your trade as a safe remedy for Constipation, Indigestion, Sick Headache, Liver and Kidney Troubles,—they purify the blood, brighten the eye and clear the complexion. If your stock is low—order to-day!

Harold F. Ritchie & Co., Ltd., Sole Agents, Toronto, Ont., Canada

The Largest Advertised of any Medicine in the World

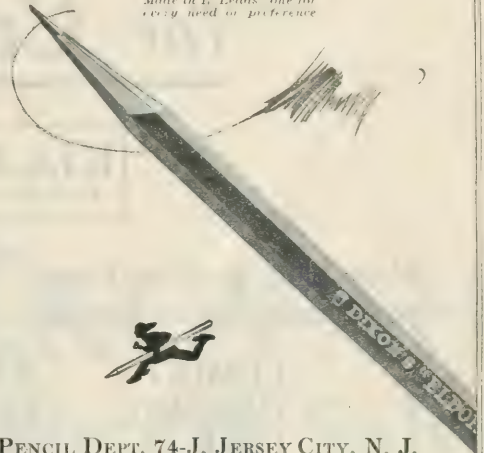
DIXON'S ELDORADO is the complete and final answer to the call for the best pencil for any purpose a lead pencil can serve.

Recommend "ELDORADO" to your customers to ease and quicken their pencil work.

DIXON'S ELDORADO is made in 17 Leads—one for every need or preference.

DIXON'S ELDORADO

Made in 17 Leads—one for every need or preference



JOSEPH DIXON CRUCIBLE CO., PENCIL DEPT. 74-J, JERSEY CITY, N. J.
 Canadian Distributors:—A. R. MacDougall & Co., Ltd., Toronto

“LAIT BEETHAM'S” *Regd. Laroela*”

is one of the most popular Toilet Preparations in England, and is specially suited to the extremes of the Canadian climate. It is invaluable for preserving the Skin and Complexion from the effects of exposure to the Sun, Frost, and Cold Winds, and always finds a ready sale wherever introduced.

ADD IT TO YOUR STOCK AND INCREASE YOUR PROFITS!

Sole Proprietors:
M. BEETHAM & SON - CHELTENHAM, England

With due care to copy and layout, many products can be advertised to great advantage in this space at comparatively small cost.

MAJOR'S CEMENTS

Rubber, China, and Leather

Now in attractive cartons
 to sell at a quarter.

Put a dozen on your counter

Arthur Sales Company
 61 Adelaide Street East
 TORONTO - CANADA

English Fruit Juices for Canada

KIA-ORA
Registered Trade Mark

Very pure, fresh and good Fruit Juices of great strength, and guaranteed, are obtainable under above trade mark.

**LEMON
ORANGE
LIME**

**RASPBERRY
BLACK CURRANT
PINEAPPLE**

in jars, casks, and bottles, all made in England, specially for Canadian requirements, are now ready for distribution.

Fruit Cup

“O-T”

A specially prepared beverage for Soda Fountains, Cafes, and Restaurants. This beverage is best served with a little fresh fruit in each glass with soda water. The colour is as attractive as the flavour—reddy-golden-brown.

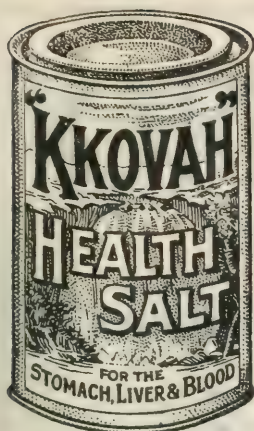
The most famous non-alcoholic drink in the British Empire—spicy, fruity and pungent flavour, makes a fine aperitif and a good digestive. Diluted freely with soda, hot or cold water.

DISTRIBUTORS FOR CANADA

Messrs. McConnan Smith Inc., 343 Water Street, Vancouver, B. C.

Messrs. Stroyan Dunwoody Co., 502 Confederation Life Bldgs, Winnipeg

Messrs. Watt & Scott, Limited, P. O. Box 3204, Montreal



**Makes You Fit
Keeps You Fit**

“KKOVAH” Health Salt

Displayed in the windows, on counters or shelves—any place where your customers can see it, Kkovah Health Salt will increase your sales. Its convenience and good qualities are well known. As a medicine or cooling drink Kkovah Health Salt has won popular favor, creating a consistent demand all year round. A quality product that not only moves fast but wins you the sincere confidence of every customer.

Selling Agents

Maclure & Langley

LIMITED

Montreal

TORONTO

Winnipeg

ODO-RO-NO

SELLS ALL YEAR ROUND

Are you getting your share of the business?

List	Size	Sells
\$3.00	1 oz.	35c.
4.80	2½ oz.	60c.
8.40	5 oz.	\$1.00

Display matter for these products on request

GLAZO

Liquid Nail Polish

Lasts from four
to eight days.

No Buffing.

No Acid.

GLAZO

Cuticle Massage

Mild, efficient
treatment for
the nails. No
Acid.

Write us for sampling proposition.

ARTHUR SALES COMPANY

Selling Agents

61 Adelaide Street East : Toronto, Ont.

VINOL

Sells at \$1.00

PRICE PROTECTED

Sold direct only, not through jobbers

		Net price per bottle	
1 dozen.....	\$9.00 list.....	75c	
4 " 5% trade—4 bottles free.....	9.00 list.....	64½c	
6 " 7½ " —6 ".....	9.00 list.....	63c	
12 " 10 " —12 ".....	9.00 list.....	61¼c	

2 per cent. cash, 30 days. 4 dozen and over, freight paid.

SAXOL SALVE

Sells at 50c

		Net price per tube	
1 dozen.....	\$4.00 list.....	34c	
4 " 5% trade—1 doz. free.....	4.00 list.....	25c	
12 " 10 " —3 ".....	4.00 list.....	24c	

SAXOL SOAP

List \$1.50 per dozen

5 per cent. in lots of 4 dozen
 10 " " 12 "

Vin Lax Tablets

List \$1.75 per dozen

5 per cent. in lots of 4 dozen
 10 " " 12 "

Sole owners:

CHESTER KENT & CO. - BOSTON, MASS.

Selling agents for Canada:

ARTHUR SALES COMPANY

61 Adelaide Street East - Toronto, Can.

VINOL PRODUCTS ARE MADE IN CANADA



Battery sales deserve your attention

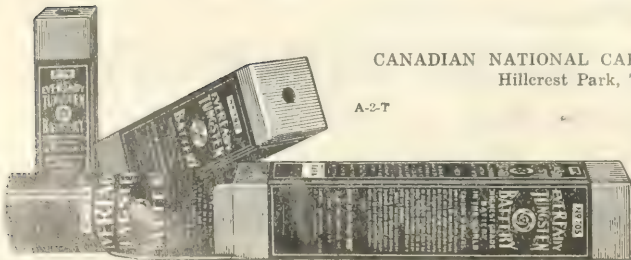
—lead a growing procession of profits

EVEREADY Flashlight Battery Sales mean repeat business. People coming back to your store give you the opportunity to sell them additional merchandise and to make them regular customers for all their wants.

An extensive local newspaper advertising campaign in August and September will pry the lid off of a great renewal market. If you are carrying Eveready Flashlights and Batteries, **PUSH** them! If not, order today and start cashing in on this profitable line.

CANADIAN NATIONAL CARBON CO., LIMITED
Hillcrest Park, Toronto

A-2-T



EVEREADY

FLASHLIGHT BATTERIES
FIT ALL FLASHLIGHTS

English Representatives:

SHARLAND & Co.
Eldon Street House,
London, E. C. 2

The RETAIL DRUGGIST of Canada

 Publication Office:
51 WELLINGTON WEST
TORONTO
Phone: Adelaide 6426

PUBLISHED ABOUT THIRD WEEK OF MONTH PREVIOUS

Wm. J. BRYANS, Editor

Subscription Rate, \$1.00 per year in Canada, Great Britain and British Colonies; \$1.50 to the United States.

Successful Convention of C. Ph. A. at Montreal

For four days from August 16 to 20 much business of interest to the drug trade of the Dominion transacted—Attendance was good and entertainment excellent.

Reported by A STAFF EDITOR

THE annual convention of the Canadian Pharmaceutical Association which was held in Montreal for four days from August 16 to 20, can well be termed a most successful event. The attendance was large and representative, with delegates present from all the provinces of the Dominion; the various problems brought up for consideration were given serious consideration, with the rank and file of the convention taking a prominent part in the debate; while the decision was freely expressed that the association should make a genuine effort to extend its activities and place Canadian pharmacy on a still higher plane than it occupies at the present time.

To Take a Step Forward

There was much discussion at the convention on the subject of an organizer. The opinion was freely expressed that the association had come to a point where it must either advance or go back. To advance it must get the pharmacists of Canada to take greater interest in its affairs and at the same time do more to protect and benefit the interests of the drug trade of the Dominion. The proposal of a high salaried organizer with a secretary and properly equipped office was received with great enthusiasm. It was finally decided that the association should not attempt to take too big a step at first. Nevertheless, the principle was approved and the delegates from the vari-

ous provinces asked to put the proposition before their various provincial organizations of increasing the yearly contribution from the present amount of 50 cents per member to \$5.00. It will be a year before the replies of the various provinces can be received and any definite action taken. In the meantime an effort will be made to raise funds by voluntary subscription to carry on propaganda work and lay the foundation for something of an extensive nature later on.

The reports of the various standing committees presented during the last day of the convention contained many important recommendations that came in for a great deal of discussion. As a result it was midnight of the last day before the election of officers for the ensuing year was finally disposed of. The nominating committee failed to agree on nominees for the position of president, vice-president and secretary-treasurer and the convention at large had to nominate and vote on these officers. R. C. Fuller, of Amherst, N.S., and John E. Tremble, of Montreal, were nominated for the position of president; Frank J. Hoag, of Kingston, Ont., was the only nominee for vice-president and was elected by acclamation; while Geo. E. Gibbard, of Toronto, and E. Guerin, of Montreal, were nominated for secretary-treasurer, the former being elected.



JOHN E. TREMBLE

NEW PRESIDENT AND VICE-PRESIDENT

John E. Tremble, of Montreal, the newly elected president of the C. Ph. A., has always taken an active part in pharmacy matters. As he stated after his election at the convention "the C. Ph. A. is big business."

Frank J. Hoag, of Kingston, who was elected vice-president, is also first vice-president of the Ontario Retail Druggists' Association, as well as a member of the Council of the Ontario College of Pharmacy. He has been Mayor of the City of Kingston.



FRANK J. HOAG

Officers and Committees Elected

The officers elected and the standing committees appointed for the ensuing year were as follows:

President—John E. Tremble, of Montreal.

Vice-President—Frank J. Hoag, of Kingston, Ont.

Secretary-Treasurer—Geo. E. Gibbard, of Toronto.

Legislation Committee—F. J. Hoag, Ontario; Col. McKenzie, New Brunswick; F. X. L. Rattee, Quebec; E. T. Powers, Nova Scotia; T. H. Robinson, British

of the High School of Commercial Studies. An executive meeting of delegates was held during the morning. There were representatives from all the provinces of the Dominion. The delegates present were E. S. Knowlton and A. F. McDuffie, of Vancouver; Prof. Gaetz, of Edmonton; W. J. M. McMullen, Kerrobert, Sask.; Harry E. Koch, Midale, Sask.; A. J. Brown and H. D. Campbell, of Winnipeg; C. A. Adams, of Sault Ste. Marie, Ont.; J. F. Hoag, of Kingston, Ont.; Edmund Vadboncoeur, and G. A. Lapointe, of Montreal; Col. J. B. D. F. McKenzie, Chatham, N.B.; R. C. Fuller, Amherst, N.S.; G. A. Burbidge, Halifax, N.S. Among those absent for the initial session but who afterwards were present were Hon. Geo. Hughes and D. O. Reddin, of Charlottetown, P.E.I., and G. Clinton Brown, of St. Johns, N.B.

On motion of G. A. Lapointe and E. S. Knowlton, H. Grinley, of Montreal, and Col. McKenzie, of Chatham, N.B., were appointed auditors. It was moved by E. Vadboncoeur and seconded by Robert Martin that the Committee on Resolutions be as follows: H. Gouin, Henry Watters, E. Nesbitt, G. O. Hill, Hon. Geo. Hughes and G. A. Burbidge.

Welcome Extended to Delegates

The convention proper held its first session at 3 o'clock in the afternoon with President J. E. Barnabe of Montreal, in the chair. He introduced His Worship the Mayor of Montreal, Hon. Mederic Martin, member of the Legislative Council of the Province of Quebec, who in speeches both in English and French extended a civic welcome and handed over the keys of the city to the visiting delegates. He had something to say of the unjustness of taxing the public's medicine. In replying for the Maritime Provinces, Hon. Geo. Hughes, of Charlottetown, P.E.I., made special reference to these remarks. Henry Watters, of Ottawa, who also replied to the speech of civic welcome, showed his command of languages by speaking in both English and French.

Following this was another address of welcome from the drug trade presented by E. Vadboncoeur, of



HENRY WATTERS

Henry Watters, of Ottawa, who took a prominent part in the convention discussions and also contributed a valuable paper on "A Rational System of Price Standards for the Pharmacist."

Columbia; E. Nesbitt, Manitoba; W. J. McMullen, Saskatchewan; Capt. Pingle, Alberta; Hon. Geo. E. Hughes, Prince Edward Island.

Canadian Formulary—J. A. Goyer, Quebec; F. A. Jacobs, Ontario; J. O. Hill, Manitoba; P. J. Rooney, Saskatchewan; J. Lines, Alberta; J. H. Emery, British Columbia; E. A. Foster, Prince Edward Island; A. W. Coombes, New Brunswick; W. L. Ormond, Nova Scotia.

Pharmaceutical Education—H. Watters, Ontario; C. W. Campbell, Manitoba, A. J. Lawrence, Quebec; D. O. Spencer, New Brunswick; C. S. Mooney, Alberta; F. C. Stearnman, British Columbia; R. Martin, Saskatchewan; Mr. Cahill, Prince Edward Island; G. A. Burbidge, Nova Scotia.

Commercial Interests—E. S. Knowlton, British Columbia; G. A. Lapointe, Quebec; E. Clinton Brown, New Brunswick; T. P. Hartley, Ontario; H. D. Campbell, Manitoba; H. E. Koch, Saskatchewan; A. A. Thompson, Nova Scotia; D. O. Reddin, Prince Edward Island; H. J. McDermid, Alberta.

Finance Committee—E. W. Grindley, Quebec; H. Brodie, Saskatchewan; A. J. Brown, Manitoba; A. R. McDuffie, British Columbia; Vernon Meek, Ontario; J. A. Warner, Saskatchewan; H. Woodworth, New Brunswick; M. Hallisay, Prince Edward Island; R. C. Fuller, Nova Scotia.

The first named is the convener in each case. The next convention will be held at St. John, N.B.

Delegates Present From All Provinces

A large number of members of the drug trade were in attendance at the convention hall on Monday morning. The afternoon hour and spent part of the day at the museum and in inspecting the minerals and gemstone museum which forms a part



E. NESBITT.

E. Nesbitt, of Winnipeg, a past president of the association, who was prominent in his sessions at the Montreal convention.

Montreal, who also spoke in both languages. Suitable replies were made on behalf of the visiting druggists by G. E. Burbidge, of Halifax, and E. S. Knowlton, of Vancouver.

Short addresses were delivered by two of the oldest druggists in the Province of Quebec, H. F. Jackson and Jos. Gouin, both of whom were instrumental in helping to organize the first association of druggists in the Province of Quebec.

E. S. Knowlton drew attention to the fact that every member had a perfect right to take part in discussions.

Discussion on Last Year's Minutes

The convention was called to order at 10.45 on Tuesday morning with President Barnabe in the chair. A discussion took place on the minutes of the Winnipeg meeting. E. S. Knowlton, of Vancouver, drew attention to an omission in regard to a supplementary report on wood alcohol. He moved that with its inclusion that the minutes be approved. It was seconded by M. Albert. An amendment was introduced by Henry Watters and Frank J. Hoag that the minutes be not adopted until they were examined for other omissions. It was finally decided to appoint a committee of Messrs. Geo. Gibbard, E. Nesbitt, Henry Watters, E. S. Knowlton and J. E. Tremble to examine the minutes, make any corrections and bring in for approval at a later session.

President J. E. Barnabe next read his presidential message which was referred to the Resolutions Committee. Secretary Gibbard read a communication



R. C. FULLER

R. C. Fuller, of Amherst, N.S., who served as vice-president last year, and who was convener of the Finance Committee, which brought in one of the most important reports of the convention.

from the Proprietary Articles Association of Canada on the subject of a joint committee of the wholesalers, Proprietary Articles Association and the retail associations to deal with legislative matters. It was referred to the Committee on Commercial Interests. A letter was also read from the Wholesalers' Association giving the names of a committee appointed for the purpose. This was also referred to the same committee.

It was moved by J. E. Tremble that in view of overlapping in the men composing committees and the need of interesting new blood that a committee be appointed to draft new committees. This was seconded by F. J. Hoag. One man was appointed from each province. Henry Watters, Hon. Geo. Hughes, Robt. Martin, E. S. Knowlton, E. Vadboncoeur, G. A. Burbidge, Prof. Gaetz, E. Nesbitt, F. C. Brown and J. E. Tremble. A recess of 15 minutes was allowed for the bringing in of the names of the men to compose these committees.

Standing Committees Appointed

Committee on Commercial Interests—E. S. Knowlton (convener), F. A. Jacobs, G. A. Lapointe, C. W. Campbell, A. J. Brown, H. E. Koch, M. Albert, Henry Willis, A. A. Thompson, A. R. Farley, G. A. Aikins.

Committee on Finance—R. C. Fuller (convener), Robt. Martin, A. F. McDuffie, D. O'Mara, Reddin, E. Clinton Brown, F. J. Hoag, H. O. Campbell, Prof. H. H. Gaetz, Ed. Vadboncoeur, E. W. Grindley, E. Allard.

Committee on Resolutions—Henry Watters (convener), H. Guerin, E. Nesbitt, G. O. Hill, G. A. Burbidge, F. LaRose.

Committee on Legislation—Hon. G. E. Hughes (convener), E. T. Power, Col. McKenzie, J. M. Tremble, E. Nesbitt, C. F. Adams, R. L. Nickerson, W. J. MacMullen, F. X. Rattery, Andrew Johnson.

Committee on Canadian Formulary—J. A. Gayer (convener), H. H. Woodworth, Geo. Ferrier, J. P. Rooney, R. A. McRuer.

Committee on Pharmaceutical Education—Prof. H. H. Gaetz (convener), G. A. Burbidge, Henry Watters, A. J. McDuffie, Robt. Martin, A. J. Laurence, H. D. Campbell, A. B. J. Moore, O. St. Armour, Col. McKenzie, Hon. Geo. E. Hughes.

Wednesday Morning

Tuesday afternoon was spent in a delightful motor trip around the Island of Montreal with supper at Laval Sur Lac Golf Club. When the session was opened on Wednesday morning it was announced that President J. E. Barnabe was unable to be present and preside on account of illness, so his place was taken by R. C. Fuller, vice-president of the association. A motion fathered by F. J. Hoag, of Kingston, expressing the regrets of the association for the inability of the president to be present was passed. Ed. Vadboncoeur, of Montreal, was elected as associate chairman and took charge of the meeting. A telegram was read from J. A. Stewart, M.P., of Perth, regretting that he had been delayed from getting to the meeting of the association on account of business matters. A telegram was also received from the Board of Trade of Fort William, Ont., extending an invitation to the association to hold its next annual meeting in that city and pointing out the advantages of its location.

The committee appointed to examine the minutes of the Winnipeg meeting suggested that the reference to wood alcohol that has been incorporated in the minutes be deleted and the fact that the committee desired to continue its deliberations be inserted. With these changes the minutes were adopted.

On motion of Messrs. J. E. Tremble and E. Nesbitt, F. S. Mearns, solicitor of the association, was added to the Legislative Committee and the convention decided that he be given full privileges of a member of the C. Ph. A. during the convention.

Nominating Committee

When the afternoon session opened W. Rutherford, of Nelson, B.C., extended an invitation to the association to meet in that city next year. A great deal

AT ST. JOHN, N.B., NEXT YEAR

THE C. Ph. A. voted to hold the next annual convention at St. John, N.B. The invitation, on behalf of the druggists of that city, was extended by Col. J. D. B. McKenzie, who set forth in a happy manner the attractions that they could hold forth for the druggists to convene there. F. T. Powers, of Halifax, said that the association would be coming not to St. John, as he had to the other Maritime Provinces but out to a place he had in mind where, a lot of the Maritime druggists might be seen by water, with sessions held about the best between steps.

of discussion took place as to how the new officers of the association should be nominated, and how the nominating committee should be appointed. It was finally decided that a committee of one man from each province be appointed to act as a nominating committee and to bring in a recommendation as to the place of next meeting. The committee appointed was as follows:

British Columbia, A. F. McDuffie; Alberta, R. L. Nickerson; Saskatchewan, W. J. McMullen; Manitoba, E. Nesbitt; Ontario, Geo. Ferrier; Quebec, Ed. Vadboucoeur; New Brunswick, H. H. Woodworth; Nova Scotia, A. A. Thompson; Prince Edward Island, D. O. M. Reddin.

F. J. Hoag, of Kingston, brought up the matter of discounts given by wholesale and pharmaceutical houses. He said it was rumored that the present cash discount of 2 per cent. for payment in 30 days was to be done away with. He thought the association should protest against any such action as it was now a difficult matter for the retailers to maintain profits.

H. Willis, of Quebec City, expressed the view that it would be better for all concerned if there were no cash discount, as the wholesaler merely added it on to his selling price. J. A. Goyer protested this. He said that when the discount was reduced from 5 to 2 per cent. that prices on many lines remained the same so that the retailer was merely losing three per cent on those lines.

Suggested Schedule for Prescriptions

On Tuesday evening the Committee on Commercial Interests brought in its report. The chief feature of it was the suggestion of an organizer for the association with a secretary and stenographer and a properly equipped office. A proposed schedule of prescription prices to serve as a guide to the retail trade was also incorporated in the report. These prices were as follows:

Eight-ounce mixture, \$1.50; 6-ounce, \$1.25; 4-ounce, \$1.00; 3-ounce, 85 cents; 2-ounce, 75 cents; 1-ounce 60 cents.

Half ounce ointments, 75 cents; 2-ounce ointments, \$2.00.

Eye lotions, \$1.00.

Powders, etc., \$1.00 per dozen.

The report expressed the idea that no prescription could be profitably dispensed for less than 50 cents. Greater use of the word "pharmacist" was suggested. Disapproval was expressed of small sales that do not bear their share of expense; a more general use of the metric system was advocated; the two suggestions for names for wood alcohol of Lignene and Lignol were brought forward.

Discussion on Subject of Organizer

E. S. Knowlton, who presented the report, expressed the opinion that the association has not been functioning as well as it should. The committee was unanimous in its opinion that something should be done, and that it was thought that a good organizer was needed and that he should prove an investment well worth the expense.

M. Albert, of Montreal, said that the druggists had come to a time when they were not contented with old-time methods and that if we wished to accomplish anything we must be prepared to pay for it. The druggist pays for all other kinds of insurance and why not for protection against adverse legislation.

H. Willis, of Quebec City, pointed out that the war had demonstrated the need of a master mind in the direction of any important undertaking. That is what the association needed. The proper vision is necessary and it is only a man with executive ability that can give us that vision. The druggist gives money to various organizations that benefit him little or none. Why not pay the same amount to something that will directly benefit his business? He suggested that someone outside the trade would have to be secured for the position. J. A. Goyer expressed the same opinion. M. Allard, of Montreal, was also another speaker on the subject. Geo. E. Gibbard, the secretary of the association, told of the fight that had been put up by the association officers in the past and expressed the view that they had fought a good fight considering the means they had at their disposal. He was greeted with applause and cheers.

Hon. Geo. E. Hughes, of Charlottetown, P.E.I., was glad to see the spirit of enthusiasm for organization and said the druggist could not afford to be behind the other trades and professions in this regard. He suggested that each man take up the fight individually too. Let him be an organizer in his own community and take legislative matters up with his local representative in parliament. Rattee was of the same opinion. R. A. McRuer, of St. Boniface, Man., and Leo Ryan, of Montreal, organizer of the local finance committee, also spoke on the subject.

Discussion on Prescription Pricing

A. R. Farley, of Hull, Que., stated that he had been selling prescriptions at lower prices than those mentioned in the report of the committee. He felt, however, that he had not been getting sufficient and that he intended asking higher figures in an effort to get a fair return for his work.

T. P. Hartley, of Toronto, said that the trouble with the average druggist in prescription pricing was that he was afraid of the man down the street. He pointed out the important position that the pharmacist holds. The physician may be the best, may give careful diagnosis, and take care in writing the prescription, but all his work would be undone unless the pharmacist exercises care and skill. A statement of his that appealed to the convention was "You will never get \$1.50 for an 8-ounce prescription if you only ask \$1.25. You won't get the price till you ask it."

Henry Watters, of Ottawa, said that their experience in recent years had been that it is just as easy to get \$1.50 for an 8-ounce mixture as 75 cents. "We never think of the price the other fellow will quote. We make the point that lower prices mean inferior service."

G. A. Lapointe pointed out that not long ago cough syrups in his store generally sold at 25 cents. A 50-cent line was introduced and it sold so well that a \$1.00 one was put in stock. He has not sold the smaller size for two years. A campaign was also put on to sell larger sizes and quantities of smaller lines that frequently sold for 5 cents. Many of these have been raised to 10, 15, 20 and even 25 cent sizes. He expressed the opinion that a customer who had paid an eye specialist ten, fifteen or twenty five dollars for

his work would refuse an eye prescription that the druggist would ask only \$1.00 for. He asks up to \$2.00. This is not high. The person who buys chocolates pays three cents or more apiece for them. Two dollars for an eye lotion only means about two cents per drop.

C. E. Swaisland, of Kitchener, Ont., felt that a great deal of the work that the association has to do was a matter of propaganda and the use of printers' ink. He thought there was nothing stronger. He thought it could be effectively used to educate the public to ask their physicians for a prescription be to filled by a qualified and careful druggist instead of a prescription filled by the doctor himself.

Lignene was the word selected by the convention as being the best substitute for wood alcohol and the Legislation Committee is to put it before the Department of Health at Ottawa in an effort to have it adopted.

Accounting Problems Discussed

A feature of the morning session on Wednesday was the reading of an excellent paper on "Accounting for the Retail Druggist" by G. A. Burbidge, of Halifax. This will be reproduced in full in the next issue of *The Retail Druggist*. In introducing his paper he pointed out that it was desirable that there be some standardized system of book-keeping among retail druggists so that when accounting matters were discussed that each dealer would have the same understanding of terms. Mr. Burbidge has departmentized his business so that he can pick out the profitable and unprofitable lines. If a department is not proving as profitable as it should it is packed up or done away with. By this system of checking up he found some departments that were paying a very much smaller percentage of profit than he thought. These were put on a profit paying basis. One department showed a loss when charged up with its proper share of expense and was taken out. He stated that he found prescriptions, drugs and non-secret remedies three of his best departments.

Druggist Who Maintains Perpetual Inventory

H. Robert, of Montreal, told of a system of perpetual inventory for each item of stock in his store that he maintains. He is to set out the system in full and forward to *The Retail Druggist* for publication. He claims that the first year after the introduction of the system that he made \$3,000 more than the previous year.

He stated that for a number of years he operated his store pretty well on guesswork and found that the profits were not as satisfactory as they should be. He finally came to the decision that he must improve his system in order to increase his profits. The present inventory system is the result. Each clerk has a sheet on which he notes every article sold. This record allows the book-keeper to keep a perpetual inventory of each item of stock. The stock when counted should agree with the inventory. He says that it is not much work to check up a whole department. The tobacco department can be checked up in three hours. He has eight departments in the store. There is also a record kept of supplies and he even

knows if there is any breakage which is not recorded by the clerks. He says the plan is a great help in buying. He knows the exact amount he has on hand and how they have sold as well as the price paid and the name of the firm purchased from. The inventory is posted every day so that in case of fire the store would have absolute proof of loss. The cash register checks up any neglect of the clerks to list articles sold on the necessary sheet. A close check can also be kept on the clerks as to whether they are earning their salary.

Canadian Formulary Widely Used

J. A. Goyer presented the report of the Committee on the Canadian Formulary. It was felt that it was time to examine and improve the Formulary in keeping with the advance since it was printed in 1915. It is gratifying to know that it is so extensively used and so greatly recognized as an authority. The work of compiling a new Formulary will require the co-operation of the various provincial bodies and it was suggested that suggestions should be invited at once. Many of the preparations contained in it have found favor with the medical profession. It is a proper time to enlarge the Formulary and make it appeal even more to medical men.

Want Advancement in Pharmaceutical Education

The secretary-treasurer read his financial report which was adopted. Prof. H. H. Gaetz read the report of the Committee on Pharmaceutical Education. It urged the adoption of a uniform matriculation as the first step in securing uniformity that would allow of reciprocity between the various provinces. It also recommended a two years' course for students with a total of one thousand teaching hours and the appointment of a Syllabus Committee. The report also urged that all druggists carry out their duty to their apprentices. Prof. Moore spoke on the report and suggested that the association should give more time to work in connection with the uplift of pharmacy. G. E. Burbidge suggested that the colleges be made more use of by pharmacists in search of information for use in their dispensing problems. Scientific pharmacists might well be invited to conventions to give talks to druggists.

Legislation Matters

F. S. Mearns read the report of the Legislation Committee. It dealt with the Patent Medicine Act, an amendment to which it was found impossible to put through at the last session; the work in connection with the Opium and Narcotic Drug Act, and the removal of the stamp tax. He pointed out the unfairness of the druggist having to pay a fee in order to sell narcotic lines—in other words to practice his profession. He stated that work had been received that the Department of Health would supply the necessary forms for complying with the Narcotic Drug Act.

Express Appreciation of Work of J. A. Stewart, M.P.

A motion was brought forward by Prof. Gaetz that the matter be taken up of getting the Government to adopt the Pharmacopoeia of 1914 as authoritative in Canada and have it so that in the future new additions of it would automatically become authoritative. A resolution was brought forward and unanimously carried to thank J. A. Stewart M.P., for the excellent work done in the Dominion House on behalf of the druggists of Canada. The Resolutions Committee brought in votes of thanks to all those who had contributed to the success of the convention. F. S.

Members, the speaker of the association, was honored with the cheers and a rouser and the singing of "For us a jolly good fellow."

Much Discussion on Report of Finance Committee

The report of the Finance Committee was brought in just before the close of the afternoon session on Thursday, it approved of the principle of an organizer and suggested that a salary of \$3,500 might do for a start instead of the larger sum that had been suggested by a member. It recommended that delegates present the proposition to their various provincial organizations and send their members back to the meeting next year prepared to endorse a fee of \$5 per member. It suggested that voluntary subscription be invited for the present year and that an active campaign be carried on by means of letters and the trade papers and through the provincial associations to lay the foundation for the larger work in the interests of Canadian pharmacy that it is planned to later inaugurate.

The greater part of the evening session was taken up in a discussion of the suggestions put forth in the report of the Finance Committee. Many valuable suggestions were put forth that should prove of assistance to the new executive and in finally carrying out the work planned. It was well after midnight before the final session was wound up.

four years. The constitution was revised. Commercial and Educational matters were discussed and the different committees reported progress. The entertainments were on such a grand scale that we had very little time to discuss these important matters. I hope this year that the reports of the different committees will give entire satisfaction to our members.

Meetings of the Executive

After consulting the members a few meetings were held in Ottawa to fight the proprietary medicine, narcotic and stamp laws as the government wanted to revise them. After many lengthy interviews with the authorities we partly succeeded as follows:

1. The stamp tax is thrown on the manufacturers. There is a difference of opinion as to the benefit of this, but I, for one, am very satisfied that this burden is taken from the druggists and that the different fines are eliminated altogether.

2. The proprietary medicine laws have been changed so that only those who wish to keep their formulas secret have to pay. Those who print the formulas on their labels are exempt.

3. As regards the narcotic law the committee succeeded in having the authorities authorize the use of narcotics in preparations in such quantities that could be proved medicinal and not dope. Same to be approved by the advisory board named by the government to that effect.

Educational Matters

I have received correspondence and have been told by men who are qualified to state their opinion that the feeling is that the C. P. A. is performing the function of a Retail Association rather than that of a Pharmaceutical Association, and that it would be greatly in the interest of Canadian Pharmacy if it would redirect its efforts. There is no reason why it should cease its activities along commercial lines, but it should be more pronouncedly educational and professional.

I endorse this opinion and also insert here a few topics for consideration which I received from Prof. Gaetz, of Alberta. It would certainly be agreeable to each delegate and every member if the Educational committee would study these suggestions and make reports on them.

Topics for Consideration

1. Uniform Matriculation requirements. Suggested: Arts Matriculation or its equivalent.
2. Uniform apprenticeship or "student service" requirements.
3. Equivalence if not uniformity in College courses with minimum requirements for registration. Suggested: Two full years (College) or approximately 30 weeks each totaling not less than 1600 hours instruction, lecture and laboratory.
4. Adoption of a syllabus and setting forth a minimum requirement permitting options in certain courses, that the individuality of the several schools may not be destroyed.
5. The period in the student's course in which the College course may or must be taken.
6. Reciprocity within provinces adopting minimum standards.
7. Granting a degree for licensing course.
8. Encouragement of more extended courses lead-

The President's Address

Gentlemen,—In opening the eighth annual convention of the Canadian Pharmaceutical Association, allow me to extend to each delegate, member and visitor a hearty welcome. I thank you for being present in such good numbers and for coming from so far. I wish that this meeting will prove to be of an especially beneficial and enjoyable character.

In 1919 at the Winnipeg convention you gave me the undeserved honor to be elected your president. I



Past President J. E. Birtwistle of Montreal whose presidential message is presented to you. He was unable to attend after the first day of the convention of this year.

J. E. BIRTWISTLE

am proud during the past year, with the aid of the Executive Committee, to have been able to further the interests of our association.

It was my duty to propose at the resolutions adopted at the convention in Winnipeg. It was the first time since the outbreak of the war, a period of

ing to recognized graduation degrees, such as Bachelor of Science, containing ample Pharmacy options.

9. Nature and term of store service for students taking extended courses.

Suggests a Paid Secretary

Gentlemen, our Secretary, during the past year has done his utmost for our association, but having his own private business to attend to, he has not been able to devote all his time to us. The funds of the association dispose of but a very minimum remuneration for this purpose. I have talked this matter over with many prominent druggists, here and elsewhere, and all are of the opinion that a secretary should be appointed with a salary sufficient to afford him to devote all his time and energy to our interests. He would be ready to meet and follow any legislation at Ottawa, when such legislation would be harmful to our profession or trade. I would ask the finance committee to study this matter and see if they could not raise funds for this purpose. If we wish our association to remain in existence we must have the necessary withal and I feel that they will succeed. I hope every delegate will take this matter into serious consideration as it is for the life or death of our association. If the association has not proved as beneficial in the past as it may have been it is not due to its executive nor members but simply through lack of funds.

Finance

Our finances are very low, and you will see by the report of the Treasurer that our safe holds more accounts than negotiable bills.

Province of Quebec 50th Anniversary

I am pleased, gentlemen, to tell you that this convention coincides with the 50th anniversary of the Province of Quebec. I hope that the entertainments the reception committee have prepared for you will leave you a good impression of our city and of your eastern confreres. Next year, the Ontario College of Pharmacy will celebrate its jubilee. In the name of the Canadian Pharmaceutical Association, let me extend to this educational institution my best wishes and congratulations for the good and steady work they have done in this half century and wish them prosperity for the future.

The Alcohol Question

The use of alcohol has also been looked into, but as this matter depends a lot on provincial law, each province has looked after its own interests. If I have put before you the alcohol situation it is on account of the increased taxation. I would suggest that the legislative committee take this matter into consideration and study the case and show the government the necessity of providing industrial alcohol for manufacturing purposes.

For that reason, I would suggest that a special committee of the association meet a similar committee of the manufacturers, jobbers and pharmaceutical men to discuss the matter and present the claim or make the suggestion to the federal authorities.

I hope, gentlemen, that I have as extensively as possible treated every question.

You will have the pleasure, at this convention, to hear the reading of a paper on "A National System of Price Standards for the Pharmacist," due to the kindness of Mr. Henry Watters, of Ottawa.

Mr. Knowlton, of Vancouver, will also interest you on "Commercial interests." I think that you will

appreciate the work of those gentlemen and of all those who devote themselves to the welfare of the Pharmacy.

In conclusion, gentlemen, let me again thank you for the honor conferred in electing me your president. If I have been able to fulfill that charge with honor, I gratefully acknowledge the large support and assistance afforded me by the secretary and members of the executive council of the association.

Respectfully submitted,
J. E. BARNABE.

Entertainment Features of Convention

ENTERTAINMENT of a very lavish order was provided for the druggists in attendance at the convention. It started on Monday evening with a reception at the Place Viger Hotel at which the ladies were in attendance. Dancing was the chief feature of the evening. Lunch was also served.

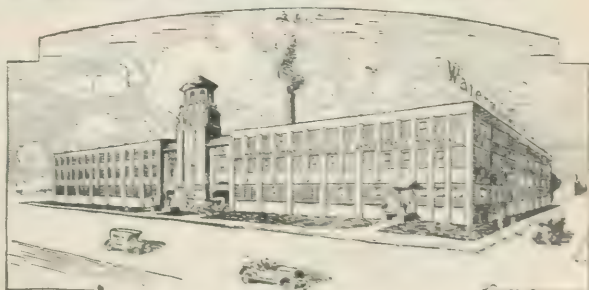
On Tuesday afternoon a motor trip was taken around the Island of Montreal passing through Montreal, Westmount, LaSalle, Dixie, St. Anne de Bellevue and back along the north of the island to Laval Sur Lac where supper was served at the club house of the Laval Sur Lac Golf Club. It was a magnificent repast. The return to the city was made late in the evening.

For those of the party who had not joined the excursion, a smoker was provided by Messrs. Chas. E. Frosst & Co., in the Victoria Rifles Armory, Cathcart Street, where refreshments were served and a very enjoyable concert, exercising the talent of Joe Beauchamp, Bert Mason, Bevin Giles, Jock Hunter, and other well known entertainers, was provided. A feature of the evening's entertainment was a couple of four-round boxing bouts between George Gerardin and Kid O'Blay and Young Gallon and Kid Jackson, who gave a very good exhibition of this time honored exercise.

On Wednesday at noon the members had a trip along the harbor and down the St. Lawrence, the trip occupying over two hours. Luncheon was served on board, the Quebec Pharmaceutical Association being the hosts.

Inspect Plant of L. E. Waterman Co.

On Thursday a visit was paid to the plant of the L. E. Waterman Co., Limited, manufacturers of the



Factory of L. E. Waterman Co., Ltd., Association of Retail Druggists of Canada, Montreal, 1920.

Waterman Ideal Fountain Pen. The trip was made to St. Lambers where the factory is located, by motor busses, passing over the famous Victoria Bridge which spans the St. Lawrence. The party alighted at the new Waterman factory, and were conducted through the plant. Each department was visited in turn, and a staff of guides explained the various processes of construction to the interested visitors.

The factory itself, is a modern building, well lighted and ventilated, with every convenience that makes for efficient work under the most pleasant conditions. The gold pen department and the ink bottling department attracted the druggists who evinced a great deal of interest in the up-to-date labor-saving machinery used in these departments. All questions were courteously answered, and special demonstrations given by the obliging staff. The visitors were shown the construction of the fountain pen through every stage from the raw rubber to the finished product.

After the tour of inspection, the guests were served with light refreshments and smokes, and were given souvenirs of their visit in the form of fountain pens.

Many Visit the Gillette Factory

Another plant that was visited by many of the members of the trade while in Montreal was that of the Gillette Safety Razor Company. Visitors were greatly interested in the unique process of manufacturing razors and blades and the care taken in both making and inspecting the products of the plant. This company has shown a remarkable progress since it introduced itself to the Canadian people in 1906. The plant has been constantly enlarged until it now has a floor space of 48,000 square feet. The output is over 2500 razors and 18,000 dozen blades per day. The salesmen of the company, headed by H. S. Beecher, advertising manager, were active in the entertainment of the druggists in attendance at the convention. Mr. Beecher was assisted by F. C. Ritchie, Eastern Ontario representative; J. Beauvais, Quebec representative and T. A. O'Reilly of the sales department.

Plenty of entertainment was provided for the ladies during the convention. In addition to the features already mentioned there was a theatre party on Wednesday afternoon with a tea afterwards at the Ritz-Carlton. On Thursday a drive around the mountain was provided by Johnson & Johnson, with tea served on the mountain.

Convention Notes

As E. S. Knowlton, of Vancouver, would remark, "It was some function."

President-elect John E. Tremble stated that association work was his hobby and that he would give his best during the coming year.

J. A. Gayer, of Montreal, generously offered his services to \$150 to have the minutes of the meeting printed in French as well as English.

The committee appointed to confer with the wholesalers and other outside men in connection with matters of mutual interest was President Tremble, Secretary Gibbard and Solicitor Mearns.

A protest is to be lodged against the raise in telephone rates proposed by the Bell Telephone Company.

R. A. McRuer, of St. Boniface, Man., was heralded as a Scotchman who spoke the French language.

The committee appointed to revise the constitution of the association is composed of F. S. Mearns, E. Clinton Brown, A. A. Thompson, F. X. L. Rattee and Frank J. Hoag.

A payment of an honorarium was made to Secretary Gibbard for his work during the past year.

Winnipeg was well represented by Messrs. H. D. Campbell, A. J. Brown, C. W. Campbell, E. Nesbitt, J. A. McRuer, Walter Leslie and Geo. O. Hill.

The spirit of Henry Willis, of Quebec City, is needed. He is an optimistic optimist.

J. G. A. Filion, of Montreal, who was present and took an active part in discussions, is president of the Retail Merchants Association for the Province of Quebec.

Prof. H. H. Baetz, of Edmonton, had to leave before the convention wound up as he had an appointment with a lady. However, it was his wife, who had remained in Toronto to visit friends.

E. T. Power and A. A. Thompson, of Halifax, N.S., came to the convention by motor car, travelling a distance of 800 miles. They came the all-Canadian route and were probably pioneers in this regard as most tourists come through United States points.

A most interesting retrospect of the progress of pharmaceutical science in Canada was brought to the gathering by the presence of Mr. H. F. Jackson, of Montreal, who was present as a guest, and who recalled his association with the movement for the first organization of pharmacists in Canada, over 50 years ago. The organization of the Quebec association, which was the first in Canada, took place in 1870. Previous to that, Mr. Jackson recalled there were only about 15 druggists in the city of Montreal, including wholesale houses, and there were five who held licenses from the College of Physicians and Surgeons of the Province of Quebec. Mr. Contant, another of the oldest living druggists of the city, was also present at the meeting.

MORE GOOD STUFF NEXT MONTH

Next month we will reproduce two valuable papers read at the C. Ph. A. convention. They are:

"A Rational System of Price Standards for the Pharmacist," by Henry Watters of Ottawa.

"Retail Accounting for the Druggist," by G. E. Barbridge, of Halifax, N.S.

H. Robert, of Montreal, has also promised to write an article on his system of perpetual inventory as outlined at the convention and forward same to The Retail Druggist for publication.

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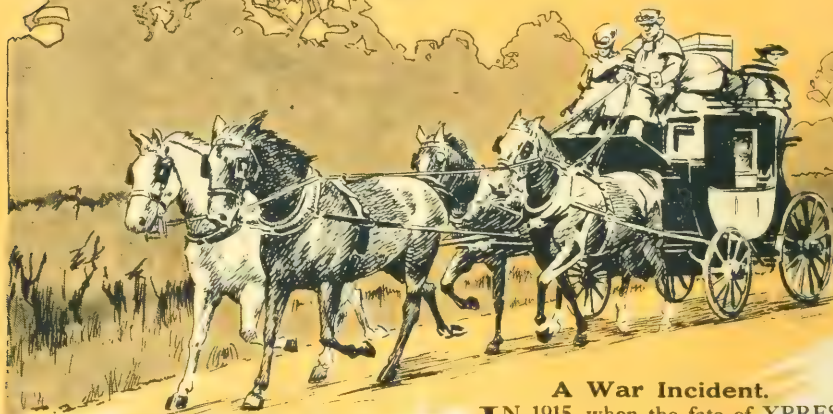


Arthur H. Cox
Managing Director

THEN a

1839

IN 1839 goods were distributed mainly by coach and horses. Telephones, telegrams and fast trains were not yet thought of. But primitive though transport facilities were, Chemists and Druggists of London and the Southern Counties used regularly to send their orders to the enterprising inventor of the coated pill.



... r. A. Ritchie, Eastern Ontario; J. Beauvais, Quebec representative; A. O'Reilly of the sales department. Entertainment was provided for the ladies convention. In addition to the features mentioned there was a theatre party on Wednesday with a tea afterwards at the Ritz. Thursday a drive around the mountain by Johnson & Johnson, with tea served in the afternoon.

Convention Notes

... of Vancouver, would remark, "The function."

IN 1839 the old-fashioned bolus—the only pill known at that period—was made with difficulty, being generally massed in an iron mortar. Each pill so made was weighed and shaped by hand and to make 100 or so was considered a good day's work.

distance of route and most tourists

A most pharmacist gathering in Montreal, his association 20 years ago. The which was Previous to only about including who licenses from of the Province the oldest 1

A War Incident.

IN 1915, when the fate of YPRES hung in the balance; when the thin line of khaki swayed sensitively backwards and forwards—Arthur H. Cox & Co. Ltd. were late one evening instructed to prepare 1,000,000 Pills for the Expeditionary Force. The following mid-day saw those Pills out of their factory and well on the way to their destination.



IN contrast to the slow methods of delivery record that a consignment of Pills made was during the war delivered by one of the trucks shut away in

Announcement, 14th July, 1919

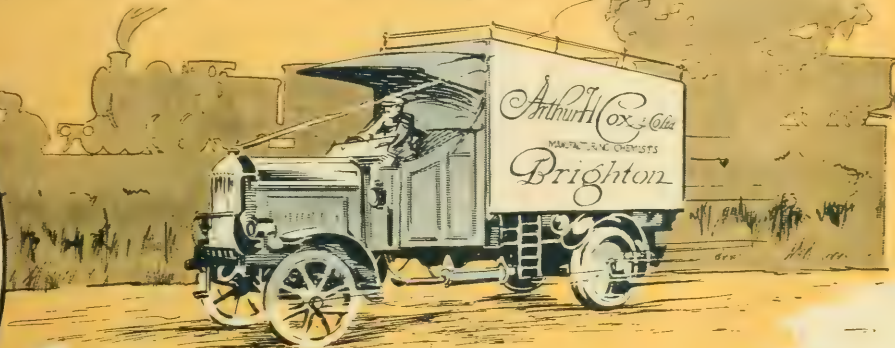
and NOW

"TIMES change and we with Time." To-day the dependable manufactures of Arthur H. Cox & Co. Ltd. are sought by Chemists throughout Great Britain, the Colonies and all foreign countries, and large deliveries go forward daily by every modern means of rapid transport.

1919



Arthur H. Cox Esq.



TO-DAY the output of Pills from a battery of machines such as is shewn in the accompanying illustration is never less than 2,000,000 daily. The Pills so made are noted for their accuracy of dosage, high polish, beautiful colour and regular shape. From first to last no hand touches the modern made Pill.

ery available in 1839 it is interesting to
factured by Arthur H. Cox & Co. Ltd.
ne fastest aeroplanes to the brave men
it el Amara.

uring Chemists Est.1839 Brighton

Specialising in PILLS, COMPRESSED TABLETS PACKED PHARMACEUTICALS

As an example of our packing, we append illustrations of the bottle, show outer and showcard of some lines.



Agents for the Dominion:

Messrs. MCGILLIVRAY, BROS.

TORONTO and WINNIPEG

ARTHUR H. COX & CO. LTD

Manufacturing Chemists

BRIGHTON
ENGLAND



The Retail Druggist of Canada

TORONTO

SEPTEMBER, 1920

CANADA

A THRIFT REQUEST

To Our Subscribers:

About your subscription receipt:—Instead of sending you a receipt for your renewal subscription, we ask you to watch the expiry date on your next copy. By it you will see your remittance has been received—it will be advanced accordingly.

Thanking you, we are

Gratefully yours,

THE COMMERCIAL PRESS, LIMITED,

51 Wellington West, Toronto

Getting the Desirable Additional Customer.

There are a great many active and enterprising retailers in the country who are daily zealously endeavoring to expand their business, and yet there is probably not one but who, if he will stop, scratch his head and think, but will be compelled to acknowledge that there are certain probable customers whom he has neglected to systematically cultivate. Some have probably slipped from his memory altogether.

To secure as a customer every individual within his community is of course beyond the possibility of any one retailer. Only he who enjoys a monopoly in an isolated community could ever even dream of such a thing.

But the fact that there are always some to be obtained who he has not got is an inspiration to the merchant who is ambitious to increase his business.

He knows perfectly well that he cannot get everybody to buy from him, but he at the same time realizes that the more he intelligently tries to get the more he will secure. This is an unalterable law. It is a good thing to have ideals even if we do not ever fully attain to them.

As a preliminary to an organized effort to secure as customers certain desirable people in his neighborhood it would be well for the dealer to prepare a list of such, revising it as occasion demands. To this list letters, circulars and advertising matter of various kinds should be sent from time to time. Occasionally a special letter might be sent to a number of people selected from the list. This would be advisable when certain lines had been taken into stock which, from experience, it had been learned was likely to suit their tastes.

The cost entailed would of course be regulated by the extent to which the system was employed, but if properly done there can be no doubt in regard to its success.

* * *

How Many Do You Sell?

Clerks in an enterprising store used to be urged to frequently consider the number of people who came to their counter and went away without buying anything and endeavor to figure out the reason for so many non-sales. The same thing should be considered in regard to window display.

It is not the fellow who shoots the most but he who hits the most, who bags the largest number of birds

when on a hunting expedition. The actual number of killing hits are all that count with the hunter who cares for more than to shoot to make a big noise. The number of sales a window or other advertisement makes is the big consideration with the retailer who is not doing business for his own enjoyment. It surely is not the number of people who pass our place of business every day, nor the percentage who stop to admire our attraction in the show windows, nor even those folks who walk into our store that count in actual sales. It is the percentage of customers, people who buy and buy more than they first intended to buy that runs the tape around the reel on our cash register and makes for an attractive bank deposit every morning. Every time a man, woman or child passes our store we have a shot. How many of these passers-by are really passers by and get through our screen? Is it not time we used a different brand of shells and assured ourselves of more actual hits than we are averaging at present? Do we sell as many as we should?

• • •

The Merchant's Insurance

It costs the retailer more for to keep his stock fully protected against loss by fire than it did six years ago, not because rates are higher, but because under the higher prices ruling the total value of stock carried runs to large figures.

For this reason many merchants are tempted to carry less insurance than their good sense tells them they should. This is certainly a mistake. Every dealer should protect himself and family as well as his creditors by keeping his stock adequately insured. The story is told well in the following advertisement of an insurance agent:

FALSE ECONOMY

"An aged widow for many years operated a general store in southern Manitoba. Recently fire destroyed her \$30,000 stock. She had but \$6,000 insurance. Because her rate was higher than her neighbor's she thought she was saving money by refusing to safeguard the savings of a life time. Now she is dependent on the charity of her relatives. Moral: Keep safe."

It is better to be safe than sorry.

IMPRESSING BY QUALITY

The present is a time when the dealer and his clerks might well give considerable study to the science of window trimming because its value is becoming more apparent every day. Some of the rules for window display are easily set down, though necessarily in general terms.

The character of the offering should always determine whether the display is to impress by quantity or by distinctive individual quality. Merely showing the products in the window is less than half of the good that may be accomplished by a skillful display.

Convention of Ontario Druggists on Sept. 21 and 22

Ontario Retail Druggists' Association will hold annual convention in Toronto on Sept. 21 and 22—A large attendance is expected.

THE annual convention of the Ontario Retail Druggists' Association takes place in Toronto on September 21 and 22. Every druggist of the province should make an effort to be present for it is going to be an event of both pleasure and profit to all those who attend.

Entertainment Features

The executive officers have been hard at work on a programme that will prove attractive and valuable. Business and pleasure has been well mixed. The headquarters will be at the King Edward Hotel where the convention sessions will be held. Tuesday, the first day of the convention will be largely taken up in sightseeing and entertainment. The morning will be occupied in receiving and registering delegates. In the afternoon there will be a drive around the city in motor cars followed by a supper and theatre party for all, ladies included.

A Day of Solid Business

Wednesday morning and afternoon will be taken up in solid business and there should be two worth-while sessions. It is felt that the present year is one of importance to the drug trade and that some real definite action should be taken at the convention of the druggists of the province to assure the safeguarding of their interests, particularly in regard to legislative matters. Good work was done by the officials of the association during the past year in the protection of the drug trade but the many matters that have arisen have demonstrated in a convincing manner the need of the retailers being organized and having men on the lookout for anything that may be detrimental to their interests.

Plan to be Present

In the evening there will be a banquet in the Board of Trade Banquet Hall located on the top floor of the Royal Bank Building, the highest commercial building in the British Empire. There will also be a movie entertainment for the ladies with refreshments.

There will be ample accommodation at the King Edward Hotel for all delegates who wish to have rooms at the convention headquarters. The date is September 21 and 22. Make a point to be present and by it further your own interests as well as those of pharmacy in general.

AMONG THOSE PRESENT AT THE MONTREAL CONVENTION

J. E. Barnabe, Montreal; Alex. M. Macmillan, Montreal; E. H. Hosterman, Ottawa; R. C. Fuller, Antigonish, N.S.; G. A. Burbridge, Halifax, N.S.; J. D. W. MacKinnon, Chatham, N.B.; C. E. Swaisland, Kirkcaldy, Ont.; F. J. Hoag, Kingston; E. S. Knowlton, Vancouver, B.C.; Harry E. Koch, Midale, Sask.; W. W. Toussaint, Chatham, Ont.; E. Canton Brown, St. John, N.W. Rupert, Regina, Sask.; C. L. Adams, Sault Ste. Marie, Ont.; W. J. M. MacMillan, Sault Ste. Marie; A. Allen, Ottawa; Madame A. Gosselin, Quebec; L. J. Laroche, Quebec; W. W. Lane, Montreal;

Bernard Fox, Montreal; J. A. Chevier, Montreal; Leonard Gendreon, Montreal; M. Albert, Montreal; J. Leduc, Quebec; J. E. G. Brochy, Quebec; A. Francoeur, Quebec; Leo Blais, M.D., Magantic, Que.; C. L. Albert, Montreal; Gustave Richard, Montreal; D. O. Reddin, Charlottetown, P.E.I.; J. G. A. Filion, Montreal; Lyman Gautan, Montreal; J. Cooperman, Montreal; J. Rooney, Swift Current, Sask.; P. C. Dowdall, Almonte, Ont.; G. E. Hughes, Charlottetown, P.E.I.; J. H. Goulden, Montreal; H. H. Woodworth, Sackville, N.S.; A. R. Farley, Hull, Que.; C. W. Campbell, Winnipeg; H. Smith, Glace Bay; H. F. McDuffie, Vancouver; A. W. McDonald, Campbelltown, N.B.; A. Bergeron, Montreal; L. J. Adelard Trempe, Montreal; Henri Fabien, Verdun; F. X. L. Rattery, Berthier, Que.; R. L. Nickerson, Edmonton; D. C. Yeomans, New York; J. Robert, Montreal; W. A. Leslie, Winnipeg; Geo. O. Hill, Winnipeg; Walter E. Arens, Regina; Geo. W. Ferrier, Toronto; R. W. W. McIntyre, Toronto; Henri P. Barry, Quebec; Fred J. Sanders, Toronto; H. E. L. Francois, Toronto; J. K. Patton, Toronto; T. P. Hattley, Toronto; R. P. Weeks, Toronto; F. A. Jacobs, Toronto; S. L. Lawrence, Montreal; G. E. Gibbard, Toronto; Henry Willis, Quebec; M. F. Marigan, Montreal; J. M. Lovanger, Montreal; J. L. Austin, Toronto; J. W. Lessard, Verdun, Que.; Hercule Guerin, Montreal; A. J. Brown, Winnipeg; J. A. Goyer, Montreal; Hercule L. Prefontaine; Jos Contant, Montreal; R. A. McRuer, St. Boniface, Man.; J. Bontin, Montreal; G. H. Lapointe, Montreal; Wm. Mussell, Montreal; A. A. Thompson, H. Bay, N.S.; E. T. Power, Halifax.

PACKING ICE CREAM AND SERVING IT

The Soda Fountain advises the druggist to learn just how to pack his ice cream so that it will be at its best for serving purposes. If it is too hard, it is not pleasant to dispense or to eat; if it is mushy or soupy, it is far from agreeable. When you pack the ice cream, do it with a definite idea in mind—so much ice, so much salt. If it is too hard, you have used a little too much salt; if it is too soft, you have used too little. After you have learned just how much of each the particular type of insulation of your fountain calls for, you have a system that will guide you to having the ice cream just right every time. Some men never get anywhere because they never trouble to analyze causes and results and can never depend upon uniformity and success.

ICE CREAM A RESTORATIVE FOR TIRED HUMANITY

Ice cream seems to be something more than an ordinary food. A noted major general says: "I have seen the boys come in from the long hard grind all fagged out by the heat and exertion. I have seen them eating come after come and in a few minutes they were ready for all kinds of horse play. They seemed to be like men who had had a long restful sleep. I would not have believed such a thing unless I had seen the results with my own eyes."

The "D. & L." PRESCRIPTION 1920

Improved Hypophosphite Medication in two forms

WITH SUGAR

WITHOUT SUGAR

Large Size - \$12.00 per dozen

Medium Size - \$8.00 per dozen

Small Size - \$4.00 per dozen

Through extensive sampling, the physicians of Canada have been made fully acquainted with these improved forms of Hypophosphite Medication.

The response has been prompt and widespread. Obtain your share of these Prescriptions by ordering a quantity to-day.

Davis & Lawrence Co. Manufacturing Chemists **356 St. Antoine St., Montreal**

NEWS OF THE TRADE

From Coast to Coast

Paille & Le Point, druggists, of Melville, Sask., have dissolved.

Sydney Jackson has opened a drug store at Lethbridge, Alta.

A. E. Pepper, late of Calgary, is opening a store at Duchess, Alta.

A. A. Lister, druggist, of Brantford, Ont., has sold to H. E. Perrott.

W. A. Naylor is now with the Princeton Drug & Book Co., of Princeton, B.C.

D. L. Irvine, of Estevan, Sask., is erecting a new drug store at a cost of \$13,000.

Jno. M. Mackenzie, of Milton, Ont., is now located in his new store across the street.

W. H. Wainman, of Rossland, B.C., recently purchased the business of Thos. Stout.

C. R. Magee, of Brampton, Ont., has built an addition to his store and generally improved it.

The drug business of Dr. J. Ball, of Hanover, Ont., has been purchased by F. H. Webb, of Toronto.

The E. Casselman Drug Co., Emerson, Man., has been incorporated with a capital stock of \$20,000.

The Elstow Drug Co., Ltd., of Elstow, Sask., has been incorporated with a capital stock of \$20,000.

L. A. Brown, late of Battleford, Sask., has purchased the drug store of J. M. Sesson, of Edmonton.

John G. MacFarlane, late of Calgary, Alta., has taken a position with D. E. Campbell, of Victoria, B.C. The Kerrobert Drug Co., Ltd., of Kerrobert, Sask., has been incorporated with a capital stock of \$40,000.

A. J. Pallot, who has recently returned from the Old Country, has taken a position with the Vancouver Drug Co., Ltd., Vancouver.

The drug business of H. S. Hamill, of Sault Ste. Marie, Ont., has been purchased by Laurence Ltd., and is being conducted as a branch.

David W. Bole, wholesale druggist, is one of the incorporators of the Bole Grain Co., Ltd., of Fort William, Ont., recently incorporated.

FORT WILLIAM DRUGGIST CONVICTED UNDER O.T.A.

A letter notifying Michael J. Neville, of Fort William, Ont., that he is not to continue to carry on business as a chemist and druggist until such times as he is authorized to do so, under Section 132 of the Ontario Temperance Act, and that he is not eligible as a member, director or shareholder of any incorporated company dealing in drugs or medicines in Ontario, has been sent by W. B. Graham, Registrar-Treasurer, of the Ontario College of Pharmacy. Mr. Graham explains in his letter to Mr. Neville that he has been notified by Police Magistrate W. Pelling, of Fort William, of the latter's conviction, on July 28th last, of a second offence under the O.T.A., and has also received notification that his certificate authorizing him to carry on business as a chemist and druggist has become void by such second conviction.



Every Druggist

Should feature the tins of
50 and 100 as well as
the packages of 10, of

MURAD CIGARETTES

Because "Murad" Cigarettes are the world's favorite Turkish cigarettes, with their charm of exquisite aroma and distinctive flavor.

Your Wholesaler Has Them

Bulletin Re. Narcotic Drug Act

Issued by Department of Health

Under the amendment to the Opium and Narcotic Drug Act, which was passed at the recent session of Parliament, it is provided that the same shall come into force on a date to be fixed by proclamation of the Governor-in-Council.

It is the intention of the Department to have this Act proclaimed and come into force on or about September 1st, next.

Under the new Act, all wholesale druggists, manufacturers or dealers are required to obtain a license to deal in these drugs, for which an annual fee of twenty-five (\$25) dollars is charged. All retail druggists who manufacture narcotic drugs, or preparations containing the same, are required to obtain a license, for which an annual fee of five (\$5) dollars is charged. All druggists, other than those who manufacture, and every physician, veterinary surgeon and dentist is required to make a declaration that they are engaged in the sale or distribution of these drugs. Forms will be supplied by the Department on application to be filled in and returned as required under the Act.

The Act also requires all druggists, whether wholesale or retail, and all manufacturers to keep a record of their receipts, together with a record of the quantity manufactured, and a record of their sales. These records are required to be kept in a special book kept for this purpose, and after a prescribed form.

Another important change under the new Act is the limiting of the number of ports in Canada at which these drugs may be imported or exported, and the provisions whereby opium and other drugs intended for export must be packed and marked in such a manner as to denote the contents of the package.

Provision is made under the Act for the sale of preparations intended for internal use which do not contain more than two grains of opium, or more than one-fourth of a grain of morphine, or more than one-eighth of a grain of heroin, or more than one grain of godeine to the fluid ounce. Provided, however, that such preparations must be medicated to sufficiently preclude the possibility of their being purchased simply to obtain the narcotic effect, and further that such preparations must have printed on the label or wrapper in a conspicuous place the following warning: "It is unlawful to administer this preparation to a child under two years of age as it contains opium and is dangerous to its life."

The maximum penalty for infraction of the Act has been increased from five hundred (\$500) dollars to one thousand (\$1,000) dollars, and a minimum penalty of two hundred (\$200) dollars is provided.

It is the intention of the Department at a later date to furnish all druggists with a copy of the regulations, together with a copy of the Opium and Narcotic Drug Act, with amendments to date.

Department of Health, Ottawa, July 28th, 1920.

We heard recently of a Toronto dealer who sells his customers stamps and charges them. We charge that this is a stamp of poor business.

ORIENTAL SUNDAES

Oriental Pine Sundae

Put a No. 10 cone of vanilla ice cream into a sundae cup and cover it with crushed pineapple, sprinkle with chopped pistachio nuts and top with a creme de menthe cherry.

Oriental Pineapple Sundae

Put a slice of pineapple in a dish and place on it a cone of 2 flavors of ice cream (chocolate and vanilla) and pour over this a ladle of oriental dressing. Sprinkle with chopped nuts, the Brazil nuts being preferable, and top with a cherry, or in season, with a fresh strawberry.

Oriental Special Sundae No. 1

On a small plate lay a slice of harlequin brick ice cream. Sprinkle with chopped walnuts, cover with whipped cream and sprinkle with chopped pistachio nuts. At each side of the slice of cream lay a stuffed date.

Oriental Special Sundae No. 2

Place a slice of fig cake on a fancy plate. On this put a No. 10 cone of vanilla ice cream and pour over it a ladle of fig dressing, sprinkle with chopped nut meats and top with a cherry.

Oriental Strawberry Sundae

Put a No. 8 cone of strawberry ice cream into a champagne glass. Around the base of the cone slice $\frac{1}{2}$ banana in thin slices. Over the ice cream pour a small ladle of fresh crushed strawberries and top with whipped cream and a whole strawberry.

"Is your wife fond of moving pictures?"

"I should say she is! Scarcely a week goes by she doesn't make me get on the step-ladder and change 'em all about."



SHADEINE FOR COLORING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses
Lyman Bros. Co., Ltd., 71 Front St. E., Toronto
Parke & Parke, Ltd., Hamilton, Ontario
 The Shadeine Co., 58 Westbourne Grove,
 London, W., England

Warning to Chemists

The original Dr. Ridge's Food is manufactured only at The Royal Food Mills, London N., England.

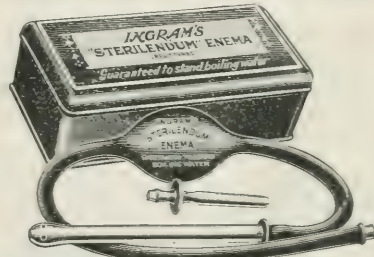
Wholesalers and retailers should bear this in mind when ordering, and beware of imitations. Dr. Ridge's Food has over fifty years reputation and is recommended by Doctors, Nurses and Mothers in all parts of the world.

Dr. Ridge's Food makes milk more digestible and nourishing and is invaluable for Infants, Growing Children, Invalids and the Aged.

The demand for Dr. Ridge's Food is rapidly increasing, and every store should hold a stock, but it must be the genuine—The Dr. Ridge's Food manufactured at The Royal Food Mills, London, N., England.

INGRAM'S BRITISH-MADE SEAMLESS ENEMAS

The "STERILENDUM" Enema (Regd.)



STERILIZABLE IN ITS ENTIRETY

Fitted with Aseptic Glass Pipes and Valves. Guaranteed not to Split. No Metal Parts. Best Quality Rubber.

INGRAM'S REGISTERED ENEMAS:

"ADAPTABLE"	"ATALANTA"
"ECLIPSE"	"UTILEMA"
"STERILENDUM"	"ZENITH"
"ZEBINA"	"PERFEX"

INGRAM'S LONDON

Original Inventors and Manufacturers of the
Seamless Enema

The "ZEBINA" Enema (Regd.)



Guaranteed not to Split. Ordinary Bulb.
 Practical Workmanship. Perfect Construction.
 Fitted Complete with Bone Rectum and Gum Vagina Pipe
 and Leather Shield, and packed in an attractive Card Box.

Selling Agents throughout Canada, Sharland &
 Co., Eldon St. House, London EC2, England

Made by the firm of Ingrams, London, Sole and Manufacturers of Surgical India Rubber Goods, Established in London in 1847, and whose Brand "Ingram's London," is a guarantee of Quality.

J. G. INGRAM & SON, Limited

The London India Rubber Works

Hackney Wick, LONDON, E.9., England

CAMERAS and PHOTOGRAPHIC SUPPLIES

A department of means and methods of increasing business in cameras and photographic supplies

Twentieth Century Photography

Written for the Retail Druggist by A. H. BOYD

SINCE the days of wet plates and the hundred-weight equipment, photography has made rapid strides toward perfection. Up-to-date methods of developing and printing together with the feather-weight camera has contributed to the upward trend in the photographic world.

The word photography originated from the Greek words phos (light) and grapho (I write), which admirably describes the process of reproducing images. In a sentence it comprises the exposing of a sensitive plate or substance to the light, concentrated on an object at the correct focus. This plate after being treated with chemicals reproduces the object on its surface.

Need of Care in Developing

The developing of plates or films is rather an intricate operation, as great care must be taken not to handle the sensitive material more than is necessary. Time is also a great factor as films and plates not developed to the proper density do not give good results.

The necessary requisites to secure excellent results are:

1. The best developers and fixers.
2. A good actinometer. This latter is especially adapted to amateurs as it bears the same relation to light as a thermometer bears to heat—it gauges its intensity. For this purpose the "Watkins" watch-shaped meter will meet all the requirements of the amateur.

This costs comparatively little as compared with the reduced wastage of plates and films by wrong exposure.

Developing is simply the blackening by means of a chemical of the particles of silver bromide in the sensitive film which have been acted up by light during exposure.

The darkest portions of the negative are known as the highlights, the intermediate portions the half-tones and the lightest portions the shadows. After immersing the plate in the developer the highlights appear first, then the half-tones and lastly the shadows. These transformations are optically visible, although all operations are simultaneous. These tones increase in density as long as the solution is in contact with the sensitive surface. After developing, the surface is hardened by some suitable fixer.

There are about fifteen different chemicals from which excellent results have been obtained, and we refer you to the photographic page for agents for same. Among the best, however, are Pyrogallol acid (Glycol), Glycin Amaloid, Metol, and Hydrokinone.

The time taken by these developing agents to give the "magnificent process of graduation" are:

Metol	1 1/2 minutes
Pyro	13 minutes
Amaloid	17 minutes
Amaloid	2 minutes
Glycol	7 minutes

The shorter the time the more efficient is the developer.

Schedules for Preparing Developers

The following are two schedules for preparing developers which may be found useful in amateur photography:

Solution No. 1—

Sodium Sulphite	3 ounces
Potassium Metabisulphite	2 1/2 drams
Pyro	160 grains
Water to make 20 ounces.	

Dissolve in the order given.

Solution No. 2

Sodium Carbonate	4 ounces
Water to make 20 ounces.	

For use take one part of No. 1, one part No. 2, and two parts water.

Metol Hydrokinone Developer

(a) Solution—

Metol	1/2 dram
Hydrokinone	1 dram
Potassium Metabisulphite	1/2 dram
Water to make 20 ounces.	

(b) Solution—

Sodium Carbonate	1 ounce
Sodium Sulphite	1 ounce
Water to make 20 ounces.	

For use take equal parts of a and b.

Printing

When an amateur has become expert at developing plates or films, his next move is the producing of the object on paper, commonly known as printing. This is delicate work at the beginning, but practice produces both speed and perfection.

Printing papers are of many grades and varieties, but some standard paper is the best for all round use. Bromide paper of one of the following grades ranks among the best known to the trade, very rapid, medium or very slow. Strong negatives with plenty of contrast should be printed on medium speed paper, or if very brilliant on fast paper. Weak negatives with little contrast require slow paper.

Criterion

Plates & Papers

For Photographers

The best for you to sell Because the best for the user

This means Good Business. Write for Trade Terms.

CRITERION (Plates, Papers and Films) LTD.

7 Criterion Works, Stechford
BIRMINGHAM ENGLAND

RELIABLE BRITISH PHOTOGRAPHIC GOODS

BARNET PLATES AND PAPERS

of the finest quality in all grades for
The Professional, The Scientist,
The Amateur.

Price list and full particulars

ELLIOTT & SONS, LTD., BARNET, England
SOLE MAKERS

SELTONA

is recognized in every quarter of the globe as the supreme printing paper. Made in five delightful grades it offers wide scope and charming varieties for every class of photographer.

THE LETO PHOTO MATERIALS CO., LIMITED
Roman Wall House, 1 Crutched Friars, LONDON, E.C., ENGLAND

JOHNSON'S Chemicals



Always the "STANDARD" Quality

Amidol-Johnsons *Metol-Johnsons*
Glycin *Azol* *Pyro* *Hydrokinone*

Chemicals and Preparations for Amateur Trade, Professional Work, and for the Trade Enlarger. Price lists free on application.

JOHNSON & SONS, Ltd. Cross St., Finsbury, London



ALDIS LENSES

These British made lenses are unsurpassed for quality and definition. Now supplied in apertures ranging from F/3 to F/7.7 and foci from 1 1/2 in. to 36 in. Liberal terms quoted to dealers. Lists and show cards free.

ALDIS BROS., Sparkhill, BIRMINGHAM, ENG.

HOUGHTONS, LTD.

88-89 High Holborn, London, W.C.1. England
Works:—Walthamstow

Ensign Cameras Films & Accessories

Cables *Codes*
Bromide Westcent, A.B.C. 5th Edition
LONDON MARCONI INTERNATIONAL

CATALOGUES SENT ON APPLICATION

Toning Salts

GOLD CHLORIDE
SILVER NITRATE.
POTASSIUM
CHLOROPLATINATE
of Guaranteed Purity

*Write for Booklet
"Economy in Toning"*

Johns. Matthey & Co Ltd
THE WORLD'S CLEARING HOUSE FOR THE PRECIOUS & RARE METALS
73-87 MATTON GARDEN, LONDON E.C.

WATKINS EXPOSURE METERS

Special patterns
or Studio, Indoor
Kinematograph Colour Plate

STOCKED BY STORES

WATKINS METER CO. - HERFORD, ENGLAND

PHOTO FRAMES

The Original Untarnishable Series

Wood Backs and Struts

*Send for the finest Frame Catalogue
in the World.*

WHITEHOUSE, WILLETTS & BENNION, LTD.
TYTHING, WORCESTER, ENGLAND

Suggestions From the Methods of Other Druggists

Ideas that have been tried out by other dealers that will offer suggestions to readers.

THE introduction that the Standard Drug Stores of London, Ont., used in connection with a summer ad, read:

"During this hot spell we realize that to interest you a little extra effort is necessary, and if high qual-

ity is desired, it is necessary to have a large display of these preparations. For the background was a large map of Canada surrounded by an attractive border. From the location of each branch of the company ran a ribbon which was attached to the window by a sticker that formed a show card. A picture of one of the company's plants was shown in the foreground. Cut-outs of maple leaves were made good use of in the window to emphasize the "Made-in-Canada" idea.

SATISFACTION FOR SHAVERS

We Have It in Abundance

RAZORS that hold their edge.—Gillette, Auto Strop, old English straight blade, and many others.

BRUSHES that do not shed from 35c to \$3.50.

SOAPS that lather perfectly.

STROPS of the finest quality from 50c to \$5.00.

LOTIONS—Indispensable to every man who shaves.

We have them all in varieties impossible to obtain at any other store in this community—and at lowest prices.

Clement's Drug Store

Another drug store that is going after the trade of the man who shaves himself and the number is increasing because of the higher prices charged by general stores. This ad. comes from Braden, Man.

ity of merchandise or particularly attractive prices have anything to do with it, we feel that we surely have done our part, when we present such a list as these bargains for Friday and Saturday."

A STUNT IN SELLING PERFUMES.

A druggist hit upon a little service stunt that helped him save a great deal of time in selling perfumes. He had a lot of little stickers printed which read: "To be sure of this same odor next time, have the bottle re-filled at the _____ Pharmacy. Ask for No. 57." The perfumes were numbered and whenever he filled a bottle for a customer he pasted one of these little stickers on it and wrote in the number. This served to identify the particular odor to both customer and clerk. Once the customer had settled upon a certain perfume it was easy to serve her.

A MADE-IN-CANADA DRUG WINDOW

During the recent Made-in-Canada Week in London, Ont., a special prize was offered by the National Drug and Chemical Company for the best display of "Made-in-Canada" goods in connection with the event. The prize was carried off by B. A. Mitchell, 114 Dun-

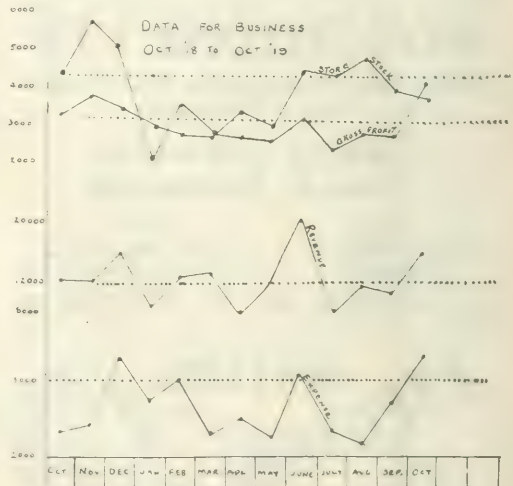
A DISPLAY OF FRUIT JELLIES

Jassby's drug store at the corner of St. Catherine and Mansfield, Montreal, recently devoted a big front window to a display of fruit jellies. There were three round pedestals with piles of the candies arranged on them with a very orderly arrangement at the outside of the display. Pound boxes of the candy were displayed on the window floor.

CHARTS TO SHOW PROGRESS OF BUSINESS

A Toronto retail dealer makes good use of charts to show the progress of his business from year to year. He can also tell at a glance what he did the same month last year.

The first chart shows the stock carried and the gross profit. Two colors of ink are used so as to be able to



CHARTS SHOWING PROGRESS OF BUSINESS MONTHLY

distinguish at a glance. It is interesting to note in connection with this chart that it shows the gross profit as well as stock carried.

The second chart shows the actual revenue, and the third chart the expense incurred.

The dotted line shows the variation from one year end to another.

FORMULARY

Special Preparations for the Druggist

Freckle Ointment

Bismuth subnitrate	1 1/2 oz.
Glycerin	1 1/2 oz.
Lanolin	3 ozs.
Oil of neroli	2 min.
Oil of ylang-ylang	5 min.

Mix the lanolin and glycerin thoroughly incorporate the bismuth and add the perfumes.

The following directions for use are suggested: "Sponge the face with tepid water and dry thoroughly. Then apply the lotion with a piece of soft cloth. Do this twice daily." Also, bismuth oleate is suggested to be used in place of the subnitrate.

Nail Polishing Cream

Oleate Bismuth	2 drs.
Anhydrous Wool Fat	6 drs.
Sweet Almond Oil	2 fl. drs.

Mix thoroughly and perfume. Color with a trace of safranin.

Application for Mosquito Bites

Formaldehyde	15 parts
Xylene	5 parts
Acetone	4 parts
Canada balsam	1 part
Perfume	a sufficient quantity

Shake well before applying, then touch the bite with the wet cork, and allow to dry.

Finger Nail Polishes

1. Putty powder	2 ozs.
Carmin	5 grs.
Otto Rose	2 mins.
Oil Neroli	2 mins.
Triturate well together.	
2. Oleate of Tin powdered	2 ozs.
Powdered Pumice	1 1/2 ozs.
Oil Lavender (English)	5 minims.

Mix well by trituration and sift through a No. 120 sieve several times.

Veterinary Soap Liniment

Soft Soap	8 ozs.
Methylated Spirit	10 ozs.
Water	10 ozs.

Antiseptic Mouth-Wash

Dr. Miller, in Deutsche Medizinische Wochenschrift, recommends a solution made as follows:

Thymol	0.25 Gm.
Benzoic acid	3.00 Gm.
Tincture of eucalyptus	15.00 c.c.
Water	750.00 c.c.

To be used as a wash to rinse the mouth after meals, and especially before going to bed, to destroy bacteria, etc., which cause fermentation in the particles of food between the teeth, and thereby cause caries of the teeth and foul breath.

Phosphorus Rat Paste

1. Phosphorus	1 part
Warm water (70° C.)	16 parts
Molasses	8 parts
Suet or lard	16 parts

(Oatmeal or flour to make paste.

2. Phosphorus	4 parts
Sulphur	4 part
Mustard	2 parts
Sugar	60 parts
Wheat flour	80 parts

Carbon disulphide, water of each sufficient.

Place the sulphur and phosphorus in a glass dish, cover with water and pour in sufficient carbon disulphide to dissolve; then add the remaining solids and sufficient water to make a paste.

A Sulphur Cream

A sulphur cream to be used in the treatment of dandruff. The following formula is used for this purpose:

Sulphur	1 drachm.
Balsam Peru	12 grains.
Salicylic acid	8 grains.
White petrolatum, enough to make	1 ounce

Mix the balsam with 12 minims of alcohol and incorporate with the petrolatum. Add the sulphur and then the salicylic acid. A comparatively smooth ointment is secured by this method.

Peroxide Hand Cleanser

Sodium perborate	175 grams
Pumice, powdered	75 grams
Soap powder	750 grams
Infusorial earth	1000 grams

Mix thoroughly.

Corn Salve Containing Arsenic

Arsenic	2 drs. av.
Salicylic acid	1 oz. av.
Lard or white vaseline	2 oz. av.

Mix. Apply on a piece of muslin, same as any corn salve.

Menthol Mouth Wash

Menthol	20 grs.
Thymol	10 grs.
Oil of wintergreen	30 mins.
Oil of peppermint	30 mins.
Cologne spirits	1 pt.

Use 1 to 2 teaspoonfuls in a glass of water for rinsing the mouth.

Carpet Soap

Fuller's earth	4 ozs.
Spirit turpentine	1 oz.
Paralash	8 ozs.
Soft soap, enough.	

Mix the first three ingredients and make into a stiff paste with soft soap.

Sweeping Compounds

A general formula which may be varied to suit is as follows:

Dry sawdust	10 lbs.
Paraffin oil	32 ozs.
Paraffin wax	2 ozs.
Coarse salt	8 ozs.
Eucalyptus oil (or eucolin)	2 ozs.
Sea sand	4 lbs.

The sawdust is dyed with Bismarck brown or any other aniline dye, if it is desired to darken the compound, but it is better free from dye.

Warm the paraffin oil and mix with the melted wax, dissolve in the mixture any aniline color required, add the eucalyptus oil and saturate the sawdust. Then mix with the salt.

THE STATIONERY DEPARTMENT

A department devoted to stationery, books, post cards and associated lines

GET AFTER SCHOOL TRADE

The season is now at hand when the druggist should make a real strong effort to cash in on the trade that will be passing in school supplies. There is a double reason for courting this trade. In the first place, it is in itself profitable business. Secondly, it attaches the children to the store and also exerts a powerful influence upon the older people.

The manner of going after this trade will vary with circumstances. The dealer who is anyways favorably located to secure this trade will do well to devote a window to appropriate lines at the time of the opening of school. It will bring the lines before probable purchasers at a time when they are thinking of them. It will emphasize upon the public that you handle these lines in your store.

A druggist whose store was a little out of the regular path of the scholars going to a nearby school, devised several plans to get their trade. One plan—just one of the many used in the course of a school term—was a little guessing contest that took some work and about a dollar's worth of school supplies and candy.

The druggist cut up into irregular pieces the portraits of five well-known men. About six pieces of each portrait were made. Each bunch was pasted onto a piece of cardboard mixed up, of course, in order that the portrait could not be too easily identified. In each case there was some outstanding feature to make it not too difficult. This card was used to interest the children:

DO YOU KNOW WHO THESE MEN ARE?

Write down the numbers that are on the cards and the names after them. We will give a prize to the six children who get in the first correct answers.

* * *

ATTRACTIVE WINDOW DISPLAY OF STATIONERY

An attractive display of writing papers was recently arranged in the drug store of Brysons Limited, of Montreal. There were seven panels across the rear of the window on which different designs of stationery were shown. Many of the panels had boxes of the paper attached in an "open" position. The central show card read:

DO YOU PREFER TO USE A WRITING PAPER THAT

FASHIONABLE WOMEN EVERYWHERE APPROVE?

GOOD TASTE AND BLANK WRITING PAPERS ARE SYNONYMOUS

Decorative jobs were also featured in the window. Paper and envelopes were arranged in an open position on the window top.

FEATURE FOUNTAIN PENS FOR SCHOOL USE

This is a good time to feature fountain pens for school use. With the re-opening of school children are being re-outfitted for their tasks. Play up the fact that it can be made lighter and more attractive by the possession of a good fountain pen. A card might read:

YOU CANNOT SPEND YOUR MONEY TO BETTER ADVANTAGE THAN IN BUYING A FOUNTAIN PEN

Get the parents interested in the purchase of pens for their children. A card might read:

"Get your child to take more interest in her or his school work by the gift of a good fountain pen."

* * *

SUPPLEMENTARY DISPLAY ABOVE WINDOWS

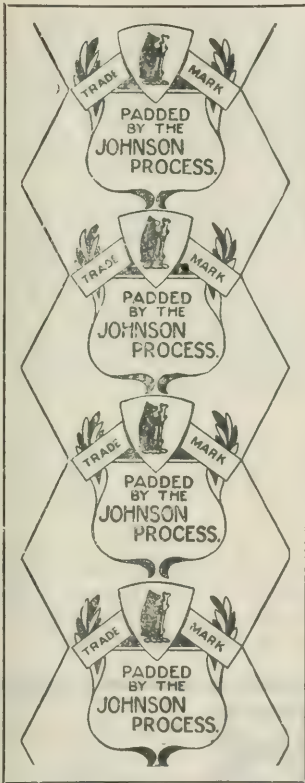
Lancet & Brault, druggists, of Montreal have an unusual front construction in one of their stores. Above the regular window space there is a further extension of glass and provision is made in this space for supplementary display. It shows many lines of goods up to advantage and also adds to the appearance of the store.

DEAD—BUT NOT AT REST

Bill Worry
Owned a Drug Store.
A likely chap, was Bill,
With Great Promise, folks thought,
Lots of ambition,
And always on the job,
But Bill worried,
He worried new goods would be late,
When they came,
He worried they wouldn't sell,
When they sold,
He worried customers would bring them back
When they didn't, he worried
They were sore,
He worried his store
Would burn up,
That his customers
Wouldn't pay their debts,
He worried about his clerks
Not earning their money,
He worried about turnover,
And overhead,
And advertising,
He worried that his brother's
Wife's Sister's Nephew's Baby
Would get the measles,
Bill worried that he might get sick,
And die,
And he did,
And Bill's still worrying,
Under six feet of soil,
For fear St. Peter
Won't Recognize Him
On Judgment Day.

Writing Tablets

That Satisfy



Facsimile of the Back

If you are not absolutely certain that your writing tablets are giving every satisfaction, it is worth looking into.

This is a very important item in your day's business, and the demand for Stationery in tablet form is still increasing very rapidly.

The Johnson Process of padding makes a perfect tablet, guarantees that every sheet may be removed from the tablet clean and free from gum, will not break, and eliminates waste.

A trial will convince

Warwick Bros. & Rutter, Limited
Manufacturing Stationers, Toronto

QUICK! ORDER "DIAMOND DYES"



The Dealer's Order Blank in each carton holding a dozen packages of "Diamond Dyes" makes it easy for you to fill out and send to your wholesaler immediately. The word has gone out. "Don't wait! You'll need all the 'Diamond Dyes' you can get because there never has been so much money spent in advertising dyes as the three-quarters of a million dollars which Wells-Richardson guarantee

will surely double or treble your former sales of 'Diamond Dyes.'"

"Dye it Right with Diamond Dyes" is the keynote of the big advertising broadsides in thousands of daily and weekly newspapers, magazines and billboards. This tremendous sales-insuring campaign for "Diamond Dyes" begins with a boom on September 10th and will continue indefinitely, telling women everywhere that because there is a "Diamond Dye" for silk and wool and another "Diamond Dye" for cotton, linen and mixed goods, Diamond Dyes has established an international reputation as the "Dyes" that "Dye Right."

Dealers are urged to order plenty of blues, blacks and browns, and not to be caught short during the biggest "Diamond Dyes" season ever known. "Use that Dealer's Order Blank now and share in the bigger profits that the free goods give you," is good Wells-Richardson advice.

BAYER'S FRIENDLY TIP

Because countless thousands insist on seeing the "Bayer Cross" many druggists now sell only "Bayer Tablets of Aspirin." Bayer suggests that the best way to meet popular demand and at the same time enjoy greater profits is to get in double quantity orders at once. Bayer guarantees the coming season to be the biggest ever known and promises that the call will be for genuine Aspirin, introduced to physicians twenty years ago and proved safe by millions genuine "Bayer Tablets of Aspirin."

The Bayer Company has established a reputation

for making good every promise made. They are to put a million dollars worth of red-blooded advertising behind "Bayer Tablets of Aspirin" in the season to come. In September their advertising in both newspapers and magazines will be tremendously increased.

Summer business has been phenomenal with Bayer and the advertising that has "moved the goods" all through the season supposed to be slack, will make the autumn and winter business a record breaker. Bayer suggests that usual orders be doubled. You risk nothing in being fortified for increased demand because all unsold "Bayer Tablets of Aspirin" are returnable for cash paid at any time.

Druggists will be pleased with the handsome new window display in colors which will be sent without cost to those who write to The Bayer Company, Ltd., Windsor, Ont.

ON WITH THE DANCE.

When the Bell Drug Company, of Gary, Ind., was despairing of ever selling its soda fountain, a traveler for a fountain manufacturer happened into the store and was told by the owner that he would appreciate some assistance in getting rid of the soda fountain, as there wasn't enough business to justify its existence.

The traveling man looked around the store and noticed, back of the prescription case, a large vacant room. He persuaded the pharmacist to move the prescription counter to the far end of this room. The result was a fair sized space in the centre of the store. Then a phonograph and some dance records were brought in. Following an invitation to customers and the public generally to enter and partake of a dance without charge or obligation, the store was soon crowded.

Of course, the increase in soda-fountain business which resulted was substantially reflected in every other department of the store, and the Bell Company has forgotten any intention it ever had of selling its fountain.

She Got the Idea Right the First Time.

He (in motor car): This controls the brake. It is put on very quickly in case of an emergency.

She: I see, something like a kimono.

Used in Hundreds of Hospitals and Child Welfare Centres and Creches

DOCTOR . . .
L.R.C.P., L.R.C.S.Ed., L.F.P.S.,
Glasg., etc. (Leeds), writes:
"Your Neave's Food is eating
my youngster admirably, for
which you have my thankful
thanks for being well on your
feet, and well done."

DOCTOR . . .
M.D., B.S., M.D., M.B.,
of the H. (Paris), writes:
"I have been recommending
both your Neave's Food and
your Neave's Food as
the best of all." (cont.)

YOU CAN SAFELY RECOMMEND

Neave's Foods

Their use is counselled by leading Doctors, Medical Papers and Institutions. "Neave's" is the oldest of all Infants' Foods and has been sold all over the World for nearly a century.

Sold in Tins Specially Packed for Canada.

Manufacturers:

JOSIAH R. NEAVE & CO., Fordingbridge, England

Canadian Office: 382 Spadina Ave. Toronto

Nearly 100 Years Estab-
lished Reputation.

Gold Medals, London, 1900
1906 and 1914; also Paris.

A TORONTO MOTHER:

Mrs. J. W. Bateman, 34 Harriet St., Toronto, in writing about Neave's Food says: "When I first knew one of my friends her baby Jack was eight months old and dying by inches. She had tried three Foods because her Jack could not digest milk. At last I fetched her a tin of Neave's Food. At the end of a month Jack was rapidly gaining flesh and was bright and happy. He is a lovely boy now and she declares Neave's Food saved his life. And it did."

	Setine Salicylate 5 gr. tube.....	\$1.80	... ..	Iron Oxide, Com'l. lb.	\$0.20
	Sulphate, 5 gr. tube, each	1.00	... ..	Iron, pure, lb. ....	.45
	Ether, Sulph., lb. ....	.60	... ..	Iron Saccharate, lb. ....	.65
	... ..		... ..	Isopepton, oz. ....	.40
	... ..		... ..	Perchloride, oz. ....	.40
	... ..		... ..	Phosphate, Sacc., oz. ....	.15
	... ..		... ..	Pyrites, lb. ....	.50
	... ..		... ..	Iron Pyrophos., oz. ....	.20
	... ..		... ..	Salicylate, oz. ....	.20
	... ..		... ..	Succinylchloride, oz. ....	.10
	... ..		... ..	Silicate, oz. ....	.20
	... ..		... ..	Stannous chloride, oz. ....	.15
	... ..		... ..	Succinate, oz.	1.35
	... ..		... ..	Supp. lax., lb. ....	.12
	... ..		... ..	pure, lb. ....	.25
	... ..		... ..	Sulphocarb., oz. ....	.30
	... ..		... ..	Sulphogonad., oz. ....	.50
	... ..		... ..	Tart and Potash, oz. ....	.25
	... ..		... ..	Vanillin, oz. ....	.70
	... ..		... ..	Wire fine, lb. ....	.50
	... ..		... ..	Xylocarb., lb. ....	.15
	... ..		... ..	Sticks, lb. ....	.30
	... ..		... ..	Isinglass, American Fish, oz.	.20
	... ..		... ..	Brazil, oz. ....	.55
	... ..		... ..	Russian, oz.	1.50
	... ..		... ..	Jalapin, oz. ....	.70
	... ..		... ..	Licor. Belgian, oz. ....	.70
	... ..		... ..	Jalap, resin, oz. ....	.75
	... ..		... ..	Kamala, oz. ....	.75
	... ..		... ..	Kassia, lb. ....	.12
	... ..		... ..	Kafir, fungi, oz.	1.65
	... ..		... ..	Keratin, Peptonized, oz.	3.25
	... ..		... ..	Kesselguhr, Natural, lb. ....	.40
	... ..		... ..	Kassia, oz. ....	.20
	... ..		... ..	Kola Nut, lb. ....	.55
	... ..		... ..	Lactobellum, lb.	1.15
	... ..		... ..	Lactucarium, oz.	1.25
	... ..		... ..	Lactuose, Diabetic, 100	
	... ..		... ..	gm. lb., each	1.80
	... ..		... ..	Syrus, Sarsaparilla, oz.	1.00
	... ..		... ..	Lard, Benzoin'd, lb. ....	.60
	... ..		... ..	Lead Acetate, C.P., Cryst.,	
	... ..		... ..	lb. ....	.55
	... ..		... ..	Acetate, Powdered, lb. ....	.80
	... ..		... ..	Arsenate, Com'l, lb. ....	.40
	... ..		... ..	Carbonate, E.P., lb. ....	.90
	... ..		... ..	Chloride, pure, oz. ....	.15
	... ..		... ..	Chrom. Potash, oz. ....	.15
	... ..		... ..	Dioxide, oz. ....	.10
	... ..		... ..	Fed. Assay, lb. ....	.35
	... ..		... ..	Iodide, oz. ....	.60
	... ..		... ..	Nitrate, pure, oz. ....	.20
	... ..		... ..	Com'l, lb. ....	.25
	... ..		... ..	Oxide, oz. ....	.25
	... ..		... ..	Oxide Black, oz. ....	.10
	... ..		... ..	Oxide, C.P., lb. ....	.85
	... ..		... ..	Oxalate, oz. ....	.12
	... ..		... ..	Peroxide, oz. ....	.25
	... ..		... ..	Sulphate, C.P., oz. ....	.10
	... ..		... ..	Sulphide, oz. ....	.15
	... ..		... ..	Tess., lb. ....	.30
	... ..		... ..	Leaves, Stramonium, lb. ....	.60
	... ..		... ..	Uva Ursi, lb. ....	.30
	... ..		... ..	Leucithin, 15 gr. bot., each	.40
	... ..		... ..	Tablets, (100 in bot), bot.	1.25
	... ..		... ..	Lenigallol, oz.	1.00
	... ..		... ..	Leptandrin, oz. ....	.80
	... ..		... ..	Lime Chloride, 1 lb. ....	.15
	... ..		... ..	1/2 lb. ....	.18
	... ..		... ..	Liniment, Aconite, lb.	2.25
	... ..		... ..	Beladonna, lb.	3.50
	... ..		... ..	Canada, lb.	2.00
	... ..		... ..	Chlor-form, lb.	1.75
	... ..		... ..	Cremon, lb.	1.00
	... ..		... ..	Indra, lb.	2.50
	... ..		... ..	Opal, lb.	2.65
	... ..		... ..	Saponin, B.P., lb.	1.00
	... ..		... ..	Spongin, lb.	2.25
	... ..		... ..	Tendolob, lb.	1.00
	... ..		... ..	Acet., lb.	1.30
	... ..		... ..	Liquor, Ammon. Acet Fort.,	
	... ..		... ..	lb. ....	.30
	... ..		... ..	China Part. lb.	1.25
	... ..		... ..	Antim Part. lb. ....	.25
	... ..		... ..	Arsenic, Hydrochlor, lb. ....	.20
	... ..		... ..	Ars. acids, lb. ....	.15
	... ..		... ..	Bismuth, lb. ....	.50
	... ..		... ..	Carbo Detergeno, lb.	1.00
	... ..		... ..	Donovan, lb. ....	.40
	... ..		... ..	Epispasin, lb. ....	.90
	... ..		... ..	Perri Aetas Fort. lb.	4.40
	... ..		... ..	1 Lb. lb. Fort. lb.	5.00
	... ..		... ..	Borcher, lb. Fort. lb. ....	.20
	... ..		... ..	Bermit, lb. ....	.20
	... ..		... ..	Persulph, lb. ....	.30
	... ..		... ..	Hydraz. Pure, lb. ....	.30
	... ..		... ..	Nr. Acid, lb.	1.00
	... ..		... ..	Pinacid Acetate, lb. ....	.20
	... ..		... ..	Parassia, lb. ....	.25
	... ..		... ..	Santa Diav Co. lb.	1.50
	... ..		... ..	Soda Phos. ....	.18
	... ..		... ..	Sulph. Phosphate ....	.25
	... ..		... ..	Starchin, lb. ....	.90
	... ..		... ..	Tand Chlor, lb. ....	.40
	... ..		... ..	Litharge Paste, lb.	1.40
	... ..		... ..	Pand. Extract, lb.	1.75
	... ..		... ..	Y & S sticks, lb.	1.10
	... ..		... ..	Lithia Bitartrate, oz. ....	.30
	... ..		... ..	Bismuth, oz. ....	.30
	... ..		... ..	Bromide, oz. ....	.60
	... ..		... ..	Calcinate, oz. ....	.25

LASHLUX

The new eyelash and
eyebrow treatment.

Three colors:

Dark, Brown, Light

Arthur Sales Company
61 Adelaide Street East
TORONTO - CANADA

LEONARD EAR OIL

Sold direct only

\$8.00 per dozen

We guarantee
the sale

Arthur Sales Company
61 Adelaide Street East
TORONTO - CANADA



Old Pluto says:

*“Multiply your Customers by
Pluto, and watch the Results in
your Bank Balance.”*

To-day Pluto Water is virtually the National
Physic, whose merits are recognized by a
discerning public.

That's why the demand for Pluto Water has
increased from year to year until it has now
reached enormous proportions—and that de-
mand means added patronage to every drug-
gist in the country.

How's your stock?

PLUTO

Bottled by the French Lick Springs Hotel Co., French Lick, Indiana
HAROLD F. RITCHIE & CO., LIMITED
Agents and distributors for Dominion of Canada

SITUATION WANTED

No Salary Required

Stand me in a prominent place on your counter, and
I will continually push sales of Sunset Soap Dyes every
minute your store is open and customers are present.
Open for immediate engagement everywhere. Ad-
dress: Sunset Display Case, care of your Jobber.

Sunset Display Case Sunset Soap Dyes are
packed 1 gross assorted
in this attractive Display Case without extra charge,
when requested. Insist upon having your first order
packed in the Display Case, which, placed on your
counter, keeps Sunset before your trade at all times.

Ask your Jobber for Prices and Discounts, or write:

HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada

Sunset Soap Dyes

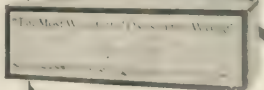
—hold your trade
because they hold their color

Once your customers see the beau-
tiful Sunset color they have dyed
so easily, quickly and permanently
into their own garments your
Sunset trade is established. That
is why Sunset great sales come
fast. Advertise attractively. Push
Sunset.

Write for NEW WINDOW
CUTOUT, sent free.

**NORTH AMERICAN DYE
CORPORATION, LTD.**

Manufacturers
Toronto - Canada



22 FAST COLORS

GOODS ALWAYS IN DEMAND

All British Manufacture Are You Stocked?

TRY IT IN YOUR BATH

SCRUBB'S Cloudy AMMONIA

MARVELLOUS PREPARATION

Invaluable for Toilet and Domestic Purposes.

Eade's Celebrated Gout and Rheumatic Pills

The Old Established Remedy for Gout, Rheumatism, Rheumatic Gout, Lumbago, and all Muscular Pains. They neither require confinement nor alteration of diet, and in no case can their effect be injurious.

Sold by all Chemists in Bottles. Prepared only by—

George Eade, 232, Goswell Road, London, Great Britain

BLAIR'S Gout and Rheumatic Pills.

Gout, Sciatica, Lumbago. The Safe and Effective Remedy for over 100 years 40c. and \$1.00 per box. Of Drug Stores, and 229 Strand, London, England

Clarke's Blood Mixture

In Greater Demand than Ever

BECAUSE of its great merit in the treatment of Bad Legs, Abscesses, Ulcers, Glandular Swellings, Piles, Eczema, Boils, Pimples, Sores and Eruptions, and BECAUSE it is regularly advertised in Canada, Clarke's Blood Mixture, the famous Blood Purifier, is to-day in greater demand than ever. Over 50 years success.

"Everybody's Blood Purifier."

Stocked by all principal wholesalers

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

The Mother's Best Friend for over a Century.

R. BARKER & SON, Ltd., Wesley St., C-on-M., Manchester, Eng.



GREAT BRITISH REMEDY
GRASSHOPPER
Ointment and Pills

Advertised throughout Canada

Stocked by the Wholesale Houses

Proprietors: ALBERT & CO.
Albert House, Farringdon St., London, England

HENRY'S CALCINED MAGNESIA

ESTABLISHED 1772

For Heartburn, Headache, Acidity, Gout, Biliousness. Free from taste, smell, roughness to the palate. This Magnesia may be had through all wholesale houses.

Sole makers: Thos. and Wm. Henry.
Proprietor: F. Henry, East St., Manchester, Eng.

Oybridge's Lung Tonic

FOR COUGHS FOR COLDS

STOUT PEOPLE DEMAND ANTIPON

The World's Most Popular Remedy for Obesity Should be stocked by all up-to-date druggists and stores. From all the leading wholesale houses, including The National Drug & Chemical Co. of Canada, The T. Eaton Co., Limited, Lyman Bros. & Co. Limited, and Sharland & Co.



Eldon Street, London, England

Purely Vegetable. In use over 90 years

MORISON'S PILLS

For Biliousness Constipation Headache and Liver Complaints

19 Percy Circus, Kings Cross, LONDON, ENGLAND



DR. STEDMAN'S TEETHING POWDERS and STEDMAN'S WORM POWDERS

Your Wholesale House will supply you at the right price.

Depot: 125 New North Road, London, Eng.

NORTON'S CAMOMILE PILLS

Prepared from English-grown Camomile Flowers



The genuine old English Family Medicine

PILLS

For Indigestion, Biliousness, etc.

THE MOST CERTAIN PRESERVER OF HEALTH

From all Wholesale Houses or, NORTON'S LTD., 21 Spital Sq., London, Eng

"SPUN" OINTMENTS

Used the World Over

If you are users of ointments on a large scale, send me your enquiries, and let me quote. It will pay you.

Sole Manufacturer of "SPUN" Ointments

ROBERT BLACKIE

Shen Works, Tower Bridge Road, London, Eng.



THE BALDWIN MFG. CO., Limited

(TOILET PREPARATIONS)

37, Berners St., London, W. I., England

- Baldwin Winkie Treatment 80
- Baldwin Hair Tonic 2/6 & 3/6
- "Curish" Eye Lotion 2/6
- Baldwin Skin Food 2/6 & 4/6

Write for our full list and terms

Retail Druggists often want to know where to purchase your Trade Mark Specialty. It costs \$2.50 per month to tell them in this page.

ASK US FOR PARTICULARS

Table listing various chemical and pharmaceutical products with their prices. Includes items like Licorice, Magnarale, Sassaaparilla, Salicylate, Soda Phosphate, and many others, organized in columns.

Remember the
**Ontario Retail Druggists'
 Association**
CONVENTION

Being held in
TORONTO, Sept. 21 and 22

DO NOT MISS IT

We invite you to make use
 of our offices while in the
 city.

THE LYMAN BROS. & CO.
 Limited
 71 FRONT ST. E.,
 TORONTO, ONT.

THE ORIGINAL AND ONLY GENUINE

RIGOLLOT'S
Mustard Leaves
 (NEW MUSTARD PLASTERS)

Adopted by the Paris Hospitals, the French Army and
 Navy, and the British Army and Navy

**CLEANLY, EFFICIENT, ENERGETIC,
 PORTABLE, SURE**

Grand Prix, London, 1908
Grand Prix, Brussels, 1910

Sold Retail Everywhere
Beware of Dangerous Imitations

Wholesale Export Agents:
SHARLAND & CO., LIMITED
 ELDON ST. HOUSE, ELDON ST., LONDON, England

Good Equipment Increases Efficiency

Any advertiser of store
 equipment will be glad
 to answer enquiries from
 dealers regarding his line,
 while the editor of *The*
RETAIL DRUGGIST
 will, at any time, be
 glad to offer suggestions
 or supply information in
 regard to store equip-
 ment.

Good equipment in the store works for larger sales and greater profit. It is going to play an important part in the successful conduct of business during the new era of activity we are now entering.

Every dealer should make a study at this time of his necessities in the way of store fixtures and business machinery. Our advertisements offer valuable suggestions in this connection, while every dealer should read the editorial department devoted to the subject.



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

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