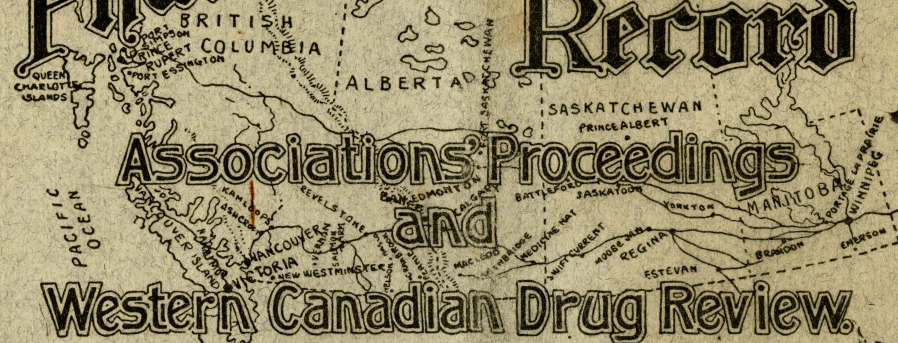
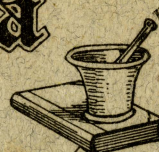


Williams Jno Richard
850, Hastings St West

British Columbia Pharmaceutical Record



National Water Glass

The demand for Water Glass is greatest when the price of eggs is lowest. Now is the time to display and "talk"—

National Water Glass

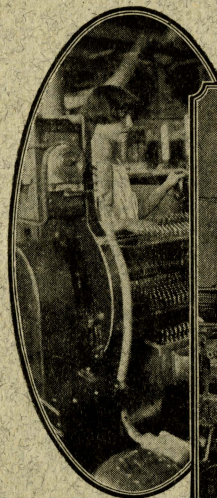
the one you know from experience which gives entire satisfaction and constantly repeats.

National Drug & Chemical Co.

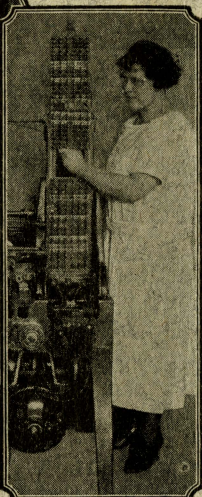
of Canada, Limited

VANCOUVER and VICTORIA

How many thousand Capsules have you filled?



The molds, or pins, are dipped for an instant into the bath of gelatin solution.



Then machines like this, strip the pins and join the bodies and caps.

THIS page is dedicated wholeheartedly to those seasoned prescription men whose deft fingers can tell good capsules in the dark and whose pride in their work won't let them use any but the finest empty capsules that can be turned out.

They want capsules with just the right strength and give; that fill quickly, fit snugly, and stay locked. Light, clean capsules full of life and sparkle; that, filled with aspirin or quinine, show snow-white.

In short, capsules that "act right" all the way through and add the crowning quality touch to the finished prescription.

PARKE, DAVIS & CO.



Our own best customers for empty capsules, we use millions of them in our automatic filling-machines each month. A single imperfect capsule stops the machinery. Pretty good evidence, isn't it, that Parke, Davis & Co.'s Empty Capsules have to be uniformly perfect, year in and year out?

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Duncan Flockhart & Company's Vaginal Douche Tablets

No. 1—R Alum Sulph.....	30 grains in each Tablet
Zinci Sulph.....	30 " " "
Potass Permang	2½ " " "

ONE TABLET to be dissolved in a pint of hot water for each application. Deodorant and astringent; rapidly soluble in hot water; most convenient form for preparation of a douche for treatment of leucorrhoea and kindred troubles.

No. 2—R Zinci Sulphocarbolat	30 grains in each Tablet
Alum Sulph.	30 " " "

ONE TABLET to be dissolved in a pint of hot water for each application. Similar Tablet to the above, being strongly antiseptic and astringent.

No. 3—R Acid Tannic	15 grains in each Tablet
Alum Sulph.	30 " " "

ONE TABLET to be dissolved in a pint of hot water for each application. Readily soluble in hot water, and form a valuable Astringent Vaginal Douche.

No. 4—R Acid Carbolic	20 grains in each Tablet
Zinci Sulph.	40 " " "

ONE TABLET to be dissolved in a pint of hot water for each application. Largely employed for the treatment of offensive discharges. Dissolved in 5 ounces of water they form an admirable extemporaneous lotion for dressing wounds, etc.

In Glass Cylinders of 12 Tablets. In Hands of Wholesale Trade.

R. L. GIBSON

TORONTO, ONT.

Guerlain

There is an air of distinction about GUERLAIN'S TOILETRIES that mark them as outstanding creations worthy of the important position assigned them among the perfumes of Old France.

Guerlain's odors are true masterpieces of art and merit your earnest consideration and approval.

Our representative has a complete range of samples for your consideration.

Agents for Canada

LYMANS, LIMITED

Established 1800

MONTREAL, QUE.

Our Representatives are now carrying

STA-GLO

Liquid Hair Dressing

for Ladies and Gentlemen

Controls unruly hair without the fixed, oily appearance which follows the use of Solid or Liquid Brilliantines. Exquisitely perfumed, it gives Lustre to Dull Hair with an effect of Glossy Smoothness. To be used on all Styles and Colors of Hair, including Bobbed and Dutch Cuts, Grey and Mixed Shades.

Write or Ask Our Representatives

Seely Mfg. Co., Limited - Windsor, Ont.

British Columbia Pharmaceutical Record

Associations' Proceedings and Western
Canadian Drug Review

Official Organ of the Pharmaceutical Association of British Columbia

VOL. 20—No. 10

VICTORIA, B. C., APRIL, 1925

Whole Number 238

Constitution and Rules of the Proprietary Articles Trade Association of Great Britain

INASMUCH as the Founder of the P.A.T.A. in Great Britain has come to Canada and will lecture at the principal cities from Halifax to Victoria, we think the publication of the Constitution and Rules of the P.A.T.A. will assist in preparing our readers for the visit of Sir William Glyn-Jones, May 1st to 4th, with the view to organizing an Association on similar lines or a branch of the parent association in Canada.

P. A. T. A. Constitution and Rules

The arrangements at present in operation are as follows:—

(1) That the Association shall consist of Manufacturers of Proprietary Articles, and of Wholesale and Retail Vendors of the same, who give evidence of their being in sympathy with the objects of the Association.

(2) That the affairs of the Association shall be under the entire management and control of a Council consisting of thirty-six members.

(3) That the Council shall comprise twelve owners of proprietary articles, twelve wholesale and twelve retail vendors; each section of the Council to be elected by the members of the Association belonging to the three respective branches of the trade.

(4) That the election of four members of each Section of the Council shall take place annually.

(5) That the three sections of the Council shall constitute three Committees, to whom matters particularly affecting their branches of the trade shall be referred, but any decision arrived at by such Committees to be subject to the ratification of the Council.

(6) That the meetings of the Council shall be held quarterly, at such times and places as the Council may direct.

(7) That all questions before the meetings of the Association, Council or Committees shall be decided by vote, and that in the case of equality the chairman shall have a second or casting vote.

(8) That the Council be authorized to make rules and regulations for its own government and that of the Association, and to annul or alter the same from time to time as occasion may require.

(9) That the Council be empowered to elect the officers of the Association, and to decide what shall constitute the various duties, privileges and emoluments in connection with such offices. That the officers shall retire from office

each year, but shall be eligible for re-election.

(10) That the following be the annual subscriptions to the Association: Owners of Proprietary Articles, six guineas; Wholesale Vendors, ten guineas; Retail Vendors, seven shillings and sixpence. All subscriptions to date for twelve months from day of payment.

The Following Resolutions, Emphasizing Rules Already in Existence, Were Passed by the Council of the Association on November 17th, 1910

That no member of the Manufacturers' Section of the P.A.T.A. be permitted to sell goods enjoying the protection of the Association to retailers at prices other than those definitely quoted on the P.A.T.A. list or accepted by the P.A.T.A. Council, whether for window-show or any other consideration, without first obtaining a signed agreement from the purchaser that he will not in any way divide such goods with, or sell them to, any person whomsoever excepting at the prices quoted in the P.A.T.A. list.

That the subscription of any manufacturer not agreeing to this regulation be not accepted next year, and his goods not quoted in the next issue of the P.A.T.A. Year Book.

That any retailer breaking such agreement be forthwith placed upon the "barred list" of the P.A.T.A.

That special notice be drawn to this regulation in the earliest possible issue of The Anti-Cutting Record, and also prominently in the 1922 Year Book.

Resolution Passed By Council in October, 1911

"That manufacturers should be careful to see that the undertakings given by retailers in consideration of window displays, or price-list advertisements, are adhered to, and that in cases where payment is made, care should be taken that full publicity value is obtained."

"That individual manufacturers should ask wholesale houses when they are offered stocks of their (the manufacturers') particular preparations first of all to communicate with the proprietor on the subject and not to buy in cases where the proprietor disagrees."

The Following Resolution Was Passed by the Council in 1904

"That the Council of the P.A.T.A., having had its attention drawn to the purchase of P.A.T.A. articles for resale to other chemists at less than the minimum pholesale prices, desires to call the attention of the trade to the fact that such arrangement constitutes a breach of P.A.T.A. regulations."

B. C. Pharmacal Company, Limited

Manufacturers of all kinds of

Filled Soluble Elastic Capsules

"Canadian Bouquet" Talcum Powder, "Columbian Violet" Talcum Powder, "Perfect" Baby Talcum Powder and "Columbian" Health Salt.

Prices and Terms on Application to

329 Railway Street

Vancouver, B.C.

Resolutions passed at a Meeting of the Members of the Manufacturers' Section of the P.A.T.A., held on 21st February, 1906, and confirmed by the Council on the same date

(1) That no Industrial Co-operative Society shall be supplied with any article on the P.A.T.A. list, unless the Society agrees not to sell below the minimum prices and that no bonus or dividend on the purchase money or rebate in cash or goods be given, unless the value of such bonus, etc., be charged to the customer in addition to the P.A.T.A. minimum price of the article.

(2) That the P.A.T.A. list shall consist of those articles the proprietors of which agree to the foregoing conditions relating to Co-operative Societies.

Resolution Passed at Meeting of P.A.T.A. Council on 8th January, 1914

"That no preparation shall be advertised to the trade as being on the P.A.T.A. list before the Council has passed the application in respect of that preparation, and that the subject of this resolution shall form one of the Association's rules."

Objects

(a) The discussion of matters of common interest to the branches of the trades represented, with a view to decision, and, if necessary, concerted action.

(b) The taking of such steps as the Association may be advised are legal to deal with extreme cutting of prices, and to give advice and render assistance to its members in preventing substitution.

(c) The doing of such other things as may appear to be of benefit to the trade.

How to Protect

When a Manufacturer wishes to protect the price of a Proprietary Article through the agency of the P.A.T.A., it is necessary that he should join the

Manufacturers' Section. The application for membership must be accompanied by cheque, value £6 6s., in prepayment of the first year's subscription, and must be made, in the first instance, to the secretary, who lays such applications before the Council at the beginning of each month. Full particulars as to prices, profits assured, etc., should be sent. The Council insist on the rate of profit to both the retail and wholesale trades being adequate. 25 per cent, when the goods are purchased from Wholesalers in ordinary quantities, is the retail rate recommended by the Council, for medicinal articles. Other particulars may be had on request. If the application is passed, the articles are placed upon the Protected List, and the Executive undertake all the protection work in connection with them. That list is sent to all chemists in business in the United Kingdom, and to a large number of traders holding patent medicine licenses. The advantages of assuring profit through the P.A.T.A., as compared with private plans, are (1) that the articles are kept constantly before the trade; (2) that, other things being equal, most retailers give the preference to P.A.T.A. goods; (3) that the Wholesale Houses are all acting in conjunction with this Association, whereas they are, almost without exception, opposed to private plans as giving too much trouble; (4) that the P.A.T.A. method is much less expensive; and (5) that it is much more effective all round. It is more effective because it has numerous friends and private enquiry agents in every town; because the Executive have accumulated information respecting hostile cutters and persons whose conduct may lead to the cutting of protected prices, by themselves and others, which no individual firm can possess; because a power can be brought to bear upon

(Continued on page 239)

British Columbia Pharmaceutical Record

Associations' Proceedings and Western Canadian Drug Review

JOSEPH H. EMERY, Managing Editor

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589 JOHNSON STREET

VICTORIA, B. C.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF BRITISH COLUMBIA 1924 - 1925

President—John A. Buckham, Golden. **Vice-President**—Bert H. Aaronson, Victoria.
Secretary-Registrar-Treasurer—Russell Harrison McDuffee, 76 Cordova Street West, Vancouver, B. C.

Councillors—**District No. 1:** Russell H. McDuffee, Vancouver (2nd Year); Joseph Tucker Crowder, Vancouver (1st Year). **District No. 2:** Bert H. Aaronson, Victoria (2nd Year); Wm. Jas. Barker (1st Year). **District No. 3:** Archibald Galloway, Kamloops (2nd Year); John Andrew Buckham, Golden (1st Year).

Board of Examiners—John Cochrane, Victoria, B. C. (Chairman, Dispensing and Prescriptions; Fred C. Stearman, Nanaimo, B. C., Botany and Materia Medica; John M. Fisher, Vancouver, B. C., Chemistry and Pharmacy.

Examinations—Semi-annually: April and October, second Tuesday, Wednesday and Thursday.

Council Meetings—May, June, November. **Annual Meeting**—Second Thursday in June

The Founder of the P.A.T.A. to Address Canadian Drug- gists from Coast to Coast

WE have reason to believe that druggists throughout Canada, from Halifax to Victoria, are becoming more and more interested in the Dominion-wide movement to obtain price maintenance and, assuming such to be the case, our readers will be pleased to learn that arrangements are now completed to assure a tour through Canada by Sir William Glyn-Jones, the founder and present Secretary of the Proprietary Articles Trade Association of Great Britain, being also Secretary and Registrar of the Pharmaceutical Society of Great Britain. The tour will be under the auspices of the Canadian Pharmaceutical Association, and the object is to give as many druggists as possible throughout Canada first hand information on Price Maintenance. From a wire received from Dr. R. B. J. Stanbury, March 17th, it is proposed to have a monster meeting in **Vancouver on Friday, May 1st**, which will be addressed by Sir William Glyn-Jones, and another in **Victoria on Monday,**

May 4th. Such an opportunity to hear so great an authority on this vital question at this time is certainly unparalleled and one we hardly dared to hope for. He certainly should have large audiences at every place he stops. On another page of this issue we are printing the Constitution of the Great Britain P.A.T.A., not that we have any desire to anticipate Sir William's remarks, but, in order to give our readers ample opportunity of making themselves familiar with the working of the association so successfully operated in Great Britain.

We have, in previous issues of The Record, given practically all the available information as to the establishment of the P.A.T.A., and we feel now it rests entirely with the manufacturers, wholesalers and retailers as to whether the establishment of such an association in Canada will be attended by success. The day is past when the retailer can sit calmly back and wait for the other energetic fellow to accomplish something in which he is or should be equally interested. **The manufacturers have proven that they are sincerely interested already by the voluntary action in the past of**

Profit, quality and service. Three salient Bauer & Black features extended the druggist that are certainly of interest to him.

We strive to make pleasant always the druggist's right to sell remuneratively those items that in themselves bespeak their integrity.



some to inaugurate this system. The prospects are now bright for this number of pioneer manufacturers to have their ranks increased and a strong healthy organization effected by the added influence of the wholesalers and the retailers throughout Canada.

This leads us to remark that, if the proposed organization is to be the success we sincerely hope for, there must be straight and upright dealing on the part of the retailer. Everyone must be thoroughly in earnest and no unfair advantage taken of another. Can you truthfully say that you have acted squarely all the time by the manufacturers who have already shown their desire to co-operate with you by the establishment of minimum prices? Have they had the encouragement they have a right to expect? Is it fair to profit by this protection and when the goods are asked for attempt to substitute some other make, probably the goods of a firm that gives no thought to you or your interests but sells to anyone irrespective of

their system of business? The retailer must play fair if he would have the benefit of a fair and living profit. We mention this matter now because we want a right start made. We want confidence in one another established as never before, for it is only by united action and fair dealing that open and above board trading policies, which will elevate retail merchandising in the retail drug trade of B. C., can become a fact.

We do not expect all to agree with us in our promotion of this organization. We know there are some of our readers who have systematically cut for years, but we have reason to believe that even they are not altogether satisfied with their system of doing business and would welcome a change as outlined, just as did some 7,000 or 8,000 retailers in Great Britain. Remember, then, **Vancouver May 1st, Victoria May 4th**, for the beginning of a sane business system in British Columbia. The tentative schedule of meetings, as submitted us Dr. Stan-

bury, is as follows: Sir William was expected to sail from England on March 27th, and to arrive in Montreal April 6th. He will then speak in the following places on the dates appended: Montreal, April 9th; Toronto, 13th; Hamilton, 15th; London, 16th; Windsor, 17th; Winnipeg, 21st; Regina, 23rd; Saskatoon, 24th; Edmonton, 27th; Calgary, 28th; Vancouver, May 1st; Victoria, May 4th; Ottawa, May 11th; then on to Quebec, St. John and Halifax on dates to be arranged.

Manufacturers Are Strongly in Favor of Price Maintenance

It is extremely encouraging to note that so wonderful a spirit of unanimity prevails throughout Canada on the desirability of a Dominion-wide Price Maintenance Policy being established at once and that, without exception, every representative of manufacturing firms we have met during the past month has been heartily in favor of the movement and expressed the opinion that their principals, if they have not already done so, will be thoroughly in sympathy. It would be unwise, at this time, to attempt a list of the manufacturers who have declared themselves; just so soon as the P.A.T.A. is an established fact in Canada all these with many others will be members and have their names so listed, as is done in Great Britain. We may note, however, that Fred J. Whitlow & Company, Toronto, has advised the trade that "Mennen's now Full Price-Full Profit," and all advertising will in future mention the Full Price. Then Harold F. Ritchie & Co., Ltd., seek an expression of opinion from the trade as to the selling price of Lysol. "This," as a correspondent remarks, "attitude on the part of the H. F. Ritchie Co., Ltd.,

would have been acclaimed a few years ago as the dawn of the millennium." But it is only one of the many happenings of the day and shows which way the tide is flowing. The retailer, if he is truly in earnest, has the means right in his hands to bring about the desirable condition. The manufacturers want it; the wholesalers want it; the retail druggist will perish without it. One other case we may mention, that of Messrs. Herdt & Charton, Inc., 55 McGill College Avenue, Montreal. Their Mr. J. H. Pouline has been at the Coast during the past month and has noticed The Record's publicity to the attitude of Pinaud's. Now Mr. Poulin's principals are the exclusive agents in Canada for "Coty's Parfums de Luxe," with face powders, compacts, etc. This firm has a protected price of \$1.25 on the face powders, which, we regret to say, has been cut both in Vancouver and Victoria. Mr. Poulin promptly got to work and the result is adjustment, which is in line with the protected policy of the firm throughout Canada. It is only natural that publicity is desired for this commendable action and we are pleased to be able to give it our readers, for we have the assurance that this firm intends to continue their policy of co-operation and full protection.

Messrs. Burroughs Wellcome & Co. (South America), Ltd., Buenos Aires, have transferred their offices and warehouses from Calle Alsina 758, to more convenient premises at Calle Viamonte 784, Buenos Aires.

Joseph Rowntree, late chairman of Rowntree & Co., Ltd., cocoa manufacturers, died at his home, Clifton Lodge, York, England, on February 24th, aged eighty-eight. The company of which he was chairman gives employment to 7,000 people.



Here is the Package

—that day after day—year in and year out—swells the net profits of merchants the world over.

ENO'S "FRUIT SALT"

Harold F. Ritchie & Co., Limited

Sales Representatives for North America

10-18 McCaul Street, Toronto

NEWS ITEMS

VICTORIA AND VANCOUVER ISLAND

FOXWELL'S PHARMACY, 321 Esquimalt Road, lately acquired by Stanley Jeanneret, will in future be known as "Jeanneret's Pharmacy."

The name of the Highland Pharmacy, Alberni, has been changed to Somass Pharmacy. George Kirk Scott is the manager.

Miss Lenora Barker has gone to Vancouver on a visit. She is still desirous of continuing as a Licentiate and is open for engagement. Her address is 2833 Oak Street (Suite 2).

Mr. McLaren, representing Johnson & Johnson, was here on March 5th. He showed us the youngest member of the J. & J. Plaster family, "Johnson's Backache Plaster," spread on comforting red flannel. It is only a

month old, but has already made many friends.

A disastrous fire occurred at Burns' Lake on March 18th, which threatened to wipe out the entire settlement. We are glad to hear that our friend, Pharmacist G. S. Wood, who owns the one and only pharmacy there, did not lose his entire holdings.

We were glad to see our old friend, Albert West, on March 18th. He has been in Calgary about seven years, first as assistant and later as part owner of the drug store, having bought out the interest of Mr. Temple in the Temple-Duff Pharmacy. Mr. Temple has gone East on the road again, though not with Burroughs Wellcome & Co.

The sympathy of the entire trade is extended to Pharmacist John A. Buckham, our President, and also Speaker of the Legislative Assembly, in the death of his father last month. Mr. George Buckham, senior, had

The **Nalco** Line

of Packaged and Bottled Household Drugs
Prepared Especially for the Drug Trade

IS PRICE PROTECTED

It has been only a short time on the market but already many druggists carry large stocks because they quickly recognized its merits. They are happy to show it in their stores and in their windows, because quality is combined with an attractive appearance. This line is particularly adapted to effective window displays, and we supply plenty of show cards and price tickets without charge.

And most and best of all, Mr. Druggist, it is a profitable line.

Drop us a card today and let us tell you our excellent selling proposition.

□

Northrop & Lyman Co. Limited

TORONTO

ONTARIO

Established 1854

Seventy Years of Service

been on a visit to his sons at Golden, and as he had been in delicate health for some time, his son, John, accompanied him back to his home in Ontario, near Ottawa. He was fatally seized on the train and died before reaching home. His age was 85, and few men are as vigorous as he was to the last.

The Vancouver Drug Co., Ltd., is enlarging its premises on Fort and Douglas Streets by taking in the store adjoining, formerly occupied by Hawkins & Hayward, electricians.

Pharmacist P. R. M. Wallis has disposed of the Hillside Pharmacy, corner Hillside Avenue and Quadra Street, to Pharmacist Royden C. Sexsmith, of Vancouver, who will live on the premises. Mr. Wallis has had short life as a druggist, having passed his Major April, 1920, but he says the experience is worth-while. His chosen profession is now that of life insurance, the favorite resort of druggists.

VANCOUVER AND LOWER MAINLAND

PHARMACIST CARLOS GORDON FROST has purchased the drug store of A. J. Teiffel, corner Granville and Twelfth, and will in future run it as "Frost's Pharmacy."

J. F. C. B. Vance, F.C.S. (England), has been appointed Vancouver City Analyst and Assistant Medical Health Officer, and Provincial Analyst for

Vancouver. His election as honorary member of the Pharmaceutical Association of B.C. was approved by the Council last December.

H. W. Barr is now with the Vancouver Drug Co., Ltd., Granville and Hastings Streets.

Mr. Sidney Field, Peace River, Alta., has removed to Vancouver.

The Vancouver Province, March 20th, reports that H. Williams, Manhattan Pharmacy, received a broken collar bone when his bicycle collided with an automobile driven by F. S. Base, 328 Granville Street, at Thurlow and Georgia Streets.

[There is no such name on the Register of the Pharmaceutical Association of B.C.—Editor.]

Mr. Fred Lamey has purchased the business of O. Forhan, 9th Avenue and Alma Road.

Mr. Douglas Jack has purchased the business of R. H. Boyer, 4th Avenue.

Mr. Jas. Beaton succeeds Mr. C. G. Frost as manager of the Vancouver Drug Co.'s branch store at Granville Street and Broadway.

Mr. T. E. Atkins, who has been seriously ill, is reported as improving. Mr. Atkins was formerly a member of the McDowell, Atkins, Watson Co.

The Capitola Pharmacy, Ltd., expect to occupy their new premises, Davie and Bute Streets, about April 1st. When completed this will be one of the finest stores in Vancouver.

Western School of Pharmacy

210-211 Dawson Building, 193 Hastings East

Vancouver, B. C.

The School with the large percentage of **PASSES** is now enrolling candidates for the October Examinations.

Minor and Major Classes Commencing
May 1st, 1925

FINLAY McINTOSH, Principal.

around it. On another shelf above she fastened the string to a can of talcum powder from which the top had been taken. Along came Russell Durham. He snatched the bottle and immediately took on the appearance of a flour scene in a slapstick drama. Durham ran down the street but was stopped by a pedestrian and a policeman, who were suspicious of his mantle of powder.

An Advertisement That Is Different—Over the signature of Parke, Davis & Company there appears in this issue an advertisement that is, in effect, a well-deserved tribute to the prescription man and his work. The page is headed, "How Many Thousand Capsules Have You Filled?" and is "dedicated to those seasoned prescription men whose deft fingers can tell good capsules in the dark and whose pride in their work won't let them use any but the finest empty capsules that can be turned out." The advertisement is

illustrated with photographs taken at the Parke-Davis laboratories and constitutes an interesting and powerful argument in behalf of the uniformity and quality of the empty capsules made by that house.

Alum as a Slug and Snail Destroyer

—It does not seem to be generally known that ordinary alum is one of the most effective destroyers of slugs and snails. Such materials as salt and soot, which are so often employed, are not reliable, as the animals can slough them off twice, or even thrice, before their destruction is brought about. Not so, however, with alum, for a few crystals of the powdered material sprinkled over the back of one of the largest snails will bring its death about in a very short time. They cannot slough it off, and once they come into contact with it they are doomed. Out-of-doors powdered alum is very effective for the protection of young lettuce or other tender

This is the time to push—

Wampole's Cod Liver Extract

Gives 40% profit

Wampole's Throat Ease

Gives 44% profit

We protect prices and profits.

It will pay you to push these winter lines.

Henry K. Wampole & Co., Limited
PERTH, ONTARIO

W. A. Rowan, P.O. Box 602, Vancouver, B. C. Representative

subjects which form such tempting morsels to these vermin, and there is nothing among either flowers or vegetables which it seems to harm. The author has repeatedly sprinkled the dry powder over tender foliage, both when it was wet and when dry, and not the slightest harm resulted from it. For stages, frames, and in fact all closed structures in which plants are grown it is invaluable for the purpose. For the destruction of the pests in rubbish heaps and other of their hibernating quarters the best plan is to dissolve a good-sized lump of unpowdered material in boiling water, and pour it over the rubbish or other material as hot as possible.—A. D. Richardson, in *Gardeners' Chronicle*.

"Gardener's Skin Irritation"—The Chemist & Druggist replying to a correspondent, March 7th, 1925, says in connection with this complaint, which many of our readers have doubtless come across: "From what you state, the skin irritation from which the gardener suffers is probably due to *Primula obconica*. It is a favorite flower, as it blooms freely. There are several varieties, and it is well known to produce a kind of eczematous eruption of the skin, especially those whose skin is exceptionally sensitive. The irritant substance is secreted by glands and is of a resinous nature, so that washing with spirit, which would act as a solvent, would probably be the best means of removing the source of the irritation. The least touch seems to bring on the irritation in some people, and a gardener whose skin is susceptible should on account enter a greenhouse where the plants are growing. *Rhus toxicodendron* is another of the plants that cause similar effects, and there are other *Anacardiacae* which do the same. Rubbing the skin with chloroform so soon as the irritation is felt should be prescribed, followed by

washing with soap and water. To soothe the skin use decoction of marshmallow."

"Ethidol," Ethyl Iodo-Ricinoleate—"Ethidol" is a preparation evolved in the laboratories of Burroughs Wellcome & Co. as an outcome of the successful internal use of "Iodacin," a calcium salt of ido-ricinoleric acid. In "Ethidol" the calcium base is replaced by the ethyl radical and the result is a product, presenting 20 per cent of iodine in organic combination, suitable for intra-glandular injection or inunction. Its therapeutic application is naturally based upon its high iodine content and penetrative power, and, after clinical trials extending over two years, sufficient evidence has accumulated to indicate its usefulness and to justify its general introduction to the medical profession. As an injection it has been employed in epilepsy, rheumatoid arthritis and in the treatment of tuberculosis and scrofulous glands. As an inunction successful clinical results have followed its use in simple goitre and rheumatoid arthritis and, in view of its iodine content, its further trial is suggested in sprains, neuritis and some skin affections such as eczema, psoriasis, ringworm and erysipelas. "Ethidol" does not stain or cause local irritation. It may be heated to 100°C. for sterilization before injection. Injections are stated not to cause induration and are usually painless. Should reduction in strength be considered desirable it is miscible with almond oil, olive oil, "Paroleine" or "Borofax." "Ethidol" is issued in bottles of 1 oz. and 4 oz.

Fibrogen-Merrell—A tissue fibrinogen from beef lung, evolved by Prof. C. A. Mills, M.D., of the University of Cincinnati and supplied by the House of Merrell, is being used with excellent results in hospitals and private practice for internal or external hemorrhage. It acts by increasing

There is but one genuine

Lysol
Disinfectant
Reg. U.S. Pat. Off.

Backed by Sustained Advertising in

The Canadian Home Journal
Western Home Monthly
Woman's Home Companion
McCall's Magazine
Pictorial Review
Red Book
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Ladies' Home Journal
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Good Housekeeping
Cosmopolitan
Modern Priscilla

Also by Steady Advertising to the Medical Profession in

Canadian Journal of Medicine and Surgery
Canadian Lancet and National Hygiene.

	PRICES, PER DOZEN	
Small Size	\$3.00	Large Size
	Medium Size, \$6.00	
	Special Discount for Quantities	

Sold in Canada only through

HAROLD F. RITCHIE & CO., LTD.

10 McCaul Street - Toronto

Canadian Agents for LYSOL, INC.



the coagulability of the blood at its point of exit from the blood vessel, not in the blood vessels generally.

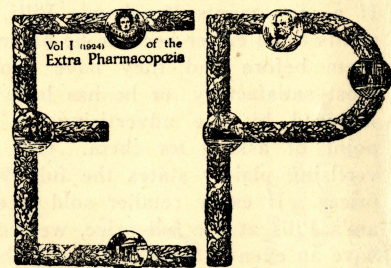
Cure for Hiccough—Writing to The Chemist & Druggist, Mr. J. D. Carse, Belfast, referring to an epidemic of hiccough said to be prevalent in London, Eng., gives a case of persistent hiccough which yielded immediately to nitroglycerine tablets when other remedies failed.

Beecham's Pills Free Goods Deal—B. F. Allen Company, New York, announce a Free Goods Deal with Beecham's Pills, which they state is the first free deal in 80 years. Their announcement reads as follows: **First Free Deal in Eighty Years**—The enclosed advertising broadside and special Beecham order blank gives particulars of the first Beecham's Pills free deal ever given in the United States. This offer is for the 25c and 50c sizes only. It expires December 15th. and is good only through the specially appointed distributors named on the order blank. This gives you a net price through these special distributors of approximately \$1.83 per dozen on Beecham's Pills, provided you will make an earnest effort to get the full retail prices on Beecham's Pills and will display on your counter or in your window, the display box during the four weeks period of this special advertising campaign. We are emphatically in favor of the proposed legislation at Washington which will enable a manufacturer to compel retailers to get the full profit on trademarked goods. May I quote briefly from my letter of November 6th to the chairman of the New York Pharmaceutical Conference, New York: "A service jobber is an absolute necessity to the retail druggist. Unless the legitimate service jobber can make a profit he will cease to function and the retail druggist will find increased difficulty in procuring the proper

variety of goods at the right prices. If a man wants Beecham's Pills, he wants them either because he has used them before and they have proven most satisfactory, or he has been influenced by the advertising to the point of asking for them. Our advertising plainly states the full retail prices. If every retailer sold Beecham's Pills at the full price, we would have an even better sale than we have today. If our method of protecting legitimate service jobbers is adopted nationally, then the service jobbers will be in a position to protect the retail druggist, discourage cut prices, encourage the honorable druggist, and raise the whole plane of the retail drug business." We want you to make a profit. Therefore, may we ask you to fill out the enclosed order blank, send it to your service jobber and he will detach the acceptance blank and send it to us. We will send display box direct to you, together with free goods to which you are entitled. The large extra space advertising will quickly move the goods. Remember, this is the first free deal on Beecham's Pills since they were established in 1840. The offer positively expires December 15th. Yours for a bigger and healthier drug business.

[We clip the foregoing from the January issue of the Package Medicine Journal, Washington, D.C. It is more evidence of the general trend of things.—Editor.]

Soil Sterilization With Formaldehyde—The soil is thoroughly wetted with a two per cent solution of formalin. After this treatment, or by other chemicals, at least a fortnight should be allowed to elapse before seeds or young, tender plants are put into it, especially if the soil is left untouched after treatment. Exposure in a warm place and turning of the soil hasten the disappearance of any harmful properties of the chemical treatment



Vol. I (1924) of the
**Extra
Pharmacopoeia**

(1163 plus xxxviii pp.)

By Martindale & Westcott

is now ready, 27/6 net;
post free, 28/-.

Contains new and concise information on the following: "Activated" Alkaloids, Aspirin Compounds, Bismuth Injections for Syphilis, Colloidal Metals, Emetine and Compounds, Accessory Food Factors, Chaulmoogra Preparations, Insulin, Non-Ionisable Mercurials, Quinine and Cinchonidine, Vaccines, Organotherapy, Intravenous Treatment, Dangerous Drugs Acts Instructions.

"... the incomparable and indispensable authority and companion for the physician and pharmacist."—Pharm. Journal.

London, England:

H. K. LEWIS & CO., LTD - - - 136 Gower St., W.C.1.
and W. MARTINDALE - - - 10 New Cavendish St., W.1.

on seeds or seedlings. After watering the soil with this formaldehyde solution, the heap should be covered with tarpaulins or sacks sprayed with the solution and left so covered for forty-eight hours, after which time the covering is removed and the heap opened out to dry. This is accelerated by constant turning with clean, sterilized tools. When the soil ceases to smell of formaldehyde it is ready for use. In connection with the use of formaldehyde in antirrhinum disease preliminary trials have shown that for sterilization of the seed itself soaking for half to one hour in a solution of formaldehyde of 1 in 400 of water did not seriously affect the germination of the seed, and should be sufficient to kill any thin-walled disease spores which may be present on the seed. After such treatment the seed should be washed in water and spread out to dry. The method of treatment is similar to the standard treatment

of celery seed against the Septoria leaf-spot disease.—Gardener's Chronicle.

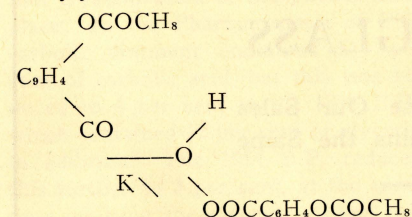
Natural Menthol in America—The Vick Chemical Co., of Greensboro, N.C., is to begin active operations for the production of natural menthol in the United States. For the past two years this firm has been engaged in experimental work, conducted jointly with the United States Department of Agriculture, on the cultivation of the so-called Japanese mint from the volatile oil of which menthol is obtained. The preliminary experiments indicate that this mint can be grown successfully in the United States under proper soil and climatic conditions.

A New and Powerful Germicide is reported from John Hopkins' School of Hygiene and Public Health, Baltimore, Md. The discovery is said to be the result of ten years' research on the part of Dr. Veader Leonard,

chairman of the Clinical Committee on Internal Antisepsis of the National Research Council. The new germicide has been named hexylresorcinol, and is claimed to be fifty times as strong as carbolic acid in its power to kill disease germs, and yet so harmless to man that it can be swallowed without injury. In the case of long-standing infections of the kidneys, cures were rapidly effected, some clearing up in forty-eight hours, according to the records. The cures appeared to be permanent. Samples of hexylresorcinol, the new synthetic, have been sent to a number of medical schools and hospitals throughout the United States for additional tests.

A Receiver has been appointed for the National Drug Stores, which operates a chain of drug stores in New York and other cities. Liabilities are estimated at \$140,000, with assets of \$280,000.

Behavior of Acetylsalicylic Acid in Potassium Citrate Solution—Acetylsalicylic acid dissolves in a solution of $K_3C_6H_5O_7$. With suitable concentrations a crystalline substance is deposited. The same substance may be prepared by mixing an alcoholic solution of acetylsalicylic acid with sufficient alcoholic KOH to neutralize half of the acid. It has the molecular formula $C_{18}H_{15}O_8K$ and the m.p. $170.5^\circ C$. It is probably potassium-acetylsalicylyl-oxonium acetylsalicylate.



If in attempting to dissolve acetylsalicylic acid in $K_3C_6H_5O_7$ solution heat is applied the acetylsalicylic acid is completely hydrolyzed in a few minutes. Experiments are detailed showing that

acetylsalicylic acid is apparently soluble in solutions of several other salts. Hydrolysis takes place in each case, the rate of which increases considerably with rise in the temperature of the mixture. Therefore, all heating should be avoided when dispensing acetylsalicylic acid in saline solutions, if the prescriber wishes the acetylsalicylic acid to be administered undecomposed.—Australia's J. Pharmacy.

Fertilizers

For Carnations—

Superphosphate (30-32 per cent.

soluble 44 parts

Fine bone meal 34 parts

Potassium sulphate 14 parts

Ammonium sulphate 20 parts

Apply 8 to 9 lbs. to 43 square yards, or 8 to 9 cwt. per acre.

For Roses—

a—Superphosphate 57 parts

Fine bone meal 96 parts

Potassium sulphate 38 parts

Ammonium sulphate 28 parts

Ferric oxide 5 parts

Apply in the spring and during early summer. Dig round the roots of the trees and bushes and work in a small quantity of the mixture. Repeat in five or six weeks' time.

b—Liquid form—

Superphosphate $\frac{1}{2}$ oz.

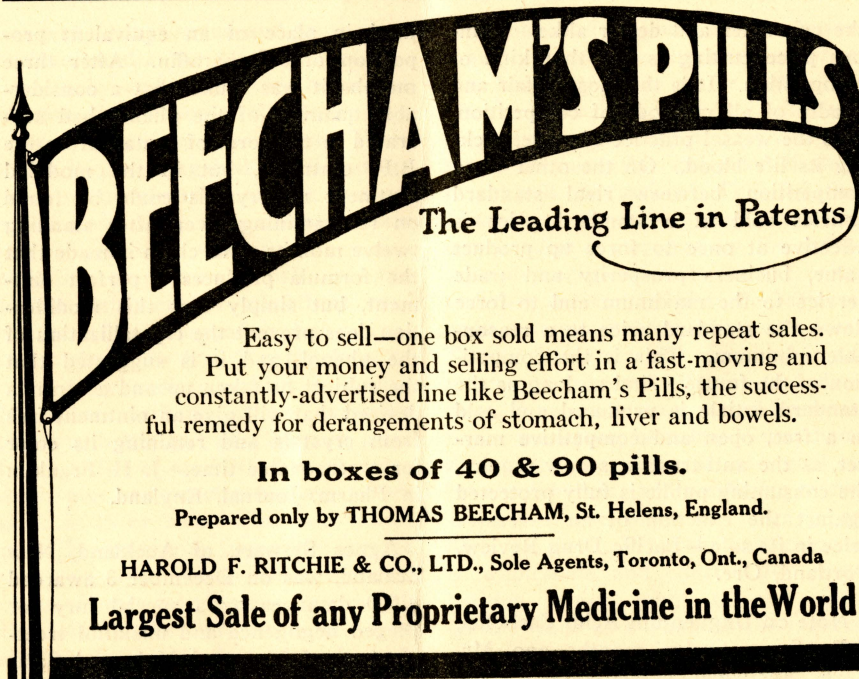
Ammonium sulphate $\frac{1}{2}$ oz.

Iron sulphate $\frac{1}{4}$ oz.

Water 2 galls.

Use once a fortnight during April to August to the roots.—Chemist & Druggist.

Price Cutting — Charles Wesley Dunn, of the New York bar, shows in a recent statement that price cutting is an unrestricted evil. This viewpoint is significant because it is not that of one who is primarily a merchant, but is that of a lawyer and economist. In every market there are some dealers who are not merchants in the true sense of that word. They are but commercial pirates engaged in a ruth-



BEECHAM'S PILLS
The Leading Line in Patents

Easy to sell—one box sold means many repeat sales. Put your money and selling effort in a fast-moving and constantly-advertised line like Beecham's Pills, the successful remedy for derangements of stomach, liver and bowels.

In boxes of 40 & 90 pills.

Prepared only by **THOMAS BEECHAM, St. Helens, England.**

HAROLD F. RITCHIE & CO., LTD., Sole Agents, Toronto, Ont., Canada

Largest Sale of any Proprietary Medicine in the World

182-3% more volume. 10% cut calls for 50% more volume. 15% cut calls for 75% more volume. With a cost of \$75, and selling price of \$100, a ten per cent cut gives you \$90 sales—\$15 profit. You must increase your sales two-thirds to get back the other \$10 profit. Or half, if you figure it from the original \$100 basis. You'll have to sell \$118.75 to make up even a five per cent cut. Does that look so easy? Suppose that same five per cent were put into advertising the product. It should, if wisely spent, produce the additional sales quite as certainly as the cut price. And the effect would carry on. For advertising influences the thinking of customers, and possible customers. Advertising builds up a mental habit of recognizing a name—it could be your name—in connection with a product. People become familiar with a name. And familiarity does not breed contempt. It breeds confidence. The proof?

This—of two untried products in a drug store you will buy Colgate's rather than Jones'. Not because you know anything about the product (remember, we said untried), but because you do know the name. But fancy Colgate taking a cent a can off their talcum powder, instead of spending—as they did in 1923, with one exception—the largest amount of any magazine advertiser in the country. How much, without advertising, would the Colgate name mean to you? How much would it mean to the druggist? Or, for that matter, to Colgate? The stimulus of a cut price to sales is at best temporary. It is by no means certain. And it surely reduces profit. The same money put into advertising is a definite stimulant to sales. Always its effect is to hold sales steady, in a dull market, or to increase sales in a normal market. And it is not a temporary measure. All of which is merely another way of saying that

the advertising appropriation can be considered—and it should be—on a definite percentage basis in relation to selling cost.—Service Digest, Chicago.

AT THE COUNTER (The Chemist & Druggist)

The Fruits of Culture—"An enema shampoo powder, please." — Amami supplied.

When Bradford Sees Red—"One pint of red oil for tail lamps," runs a Bradford order.

Food for Thought—"One tin of Halen Berries," runs a missive handed to a Scottish correspondent.

A Slight Mistake—"Please send me some 3d. pills to remove the bowels," runs an order received in the North.

Business Knowledge—An order for "A small bottle of boric sweets" was interpreted with happy results, as a small size of Horlick's tablets by a Hove chemist.

A Rose by Any Other . . .—L. H. L. (19/6) writes: "A girl presented an old envelope bearing letters which I made out to be holly kassy. I suggested oxalic acid, but she replied, 'No, sir, 'taint that, sir, there's something before that first one on the paper, but I don't know whether 'tis car or cab!'"

CONSTITUTION AND RULES OF THE P.A.T.A.

(Continued from page 221)

such persons which can be exercised by no one proprietor; and because the machinery for protection is all ready to hand and in working order. Every wholesale house has signed an undertaking to withhold supplies of P.A. T.A. goods from persons on the stop-list; and anyone refusing to conform with P.A.T.A. proprietors' prices is liable to be placed on the stop-list.

Official Organ

The Anti-Cutting Record is sent to all members of the Association, as well

as to all other chemists in business and to numerous proprietors and wholesale houses. Nearly 11,000 copies are circulated every month. It has proved to be one of the most valuable means of advancement at the service of the P.A.T.A. It has saved the Association considerable expense in postage and printing, as most of the official communications to members and the trade have been sent through its medium, and the fact that

FOR SALE—Suburban drug business in Vancouver; good locality; five years lease; reasonable price. Apply "Terpin," c/o B.C. Pharmaceutical Record, 589 Johnson Street, Victoria, B. C.

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103 Students have passed Major
93 Students have passed Minor
Since October, 1919

10 out of the 11 successful candidates at last Major attended this School, namely, the first 9 and 11th. Both the Major and Minor Gold Medals for the year were won by our students.

14 Gold Medals awarded to our students.

Only one student failed in the last examination.

All students who have gone through our courses obtain Post-Graduate work for any other Pharmacy examination without further charge.

Correspondence

33 students have passed.

4 students have been awarded medals.

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For those wishing to become Apprentices under the new regulations.

Sixth place in the Province obtained at the last Matriculation examination by one of our students. Large and experienced staff.

P. J. BAIN - Principal
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it reaches every chemist in the United Kingdom actually in business renders it of special value to the Executive Committee.

COCHRANE'S COMMENTS ON PRICE CUTTING

Say, Mr. Editor:

If I make a thing and SELL IT
It belongs to the man that BUYS IT
And he can sell it CHEAP.
Or give it AWAY
Or let it SPOIL
And I should WORRY
As long as I get the MONEY.

But SAY

Suppose the goods bear my NAME
Or trade mark, or BRAND
Have I sold my NAME
Along with the GOODS?
Nix, nay, not at all, NO.
Has the buyer any RIGHT
To cheapen my NAME
By selling below a FAIR PRICE?
Or to injure my REPUTATION
By selling spoiled GOODS?

Verily, I trow NOT
If he wants to CUT PRICES
Let him take off my NAME
And then he can CUT
As much as he LIKES.
You'd think even a LAWYER
Could understand THAT
But lots of JUDGES
Can't see it at ALL.
They get lost in a FOG
Of "public policy" and "restraint of
TRADE"

About honesty and JUSTICE.
If I were a manuFACTURER
I'd label my goods like THIS
"This can of pickled hen's TEETH
(Or cat's whiskers in GLUE
Or whatever it WAS)
Is worth SIX BITS.
If anyone sells it CHEAPER
You'd better WATCH HIM
Because he's fixing to STING YOU
On the next thing you BUY."
And there'd be no price CUTTING
On my GOODS.

—B. C. Retailer.

"ACETOPHEN"

Is the Popular Name for

MONOACETICACIDESTER OF SALICYLICACID

THE HANDY LITTLE TUBE
OF TWELVE TABLETS
IS A RAPID SELLER
AND HELPS TO SELL
BOTTLES OF 100

Charles E. Frost & Co.

MONTREAL

CAN YOUR CORKS STAND THIS?

Pushed in, twisted, pulled out, rammed in again, forced home against the counter—time after time—without snapping? Can your corks stand this? If they cannot, get into touch with Babbage, who supplies CORKS that CAN.

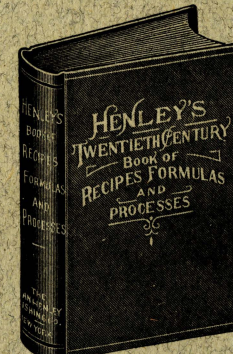
"RELIABLE" CORKS

Represent the most your money can buy—anywhere. Try them and see. A businesslike offer. If you are not satisfied your money is returned.

R. W. BABBAGE, "The Cork Firm" 412 Pender Street East
Vancouver, B. C.

JUST PUBLISHED — New Revised and Enlarged Edition of — Henley's Twentieth Century Book of RECIPES, FORMULAS and PROCESSES Price \$4.00

This book of 800 pages is the most complete Book of Recipes ever published, giving thousands of recipes for the manufacture of valuable articles for everyday use. Hints, Helps, Practical Ideas and Secret Processes are revealed within its pages. It covers every branch of the useful arts and tells thousands of ways of making money and is just the book everyone should have at his command.



The pages are filled with matters of intense interest and immeasurable practical value to the Photographer, the Perfumer, the Painter, the Manufacturer of Glues, Pastes, Cements and Mucilages, the Physician, the Druggist, the Electrician, the Dentist, the Engineer, the Foundryman, the Machinist, the Potter, the Tanner, the Confectioner, the Chiropodist, the Manufacturer of Chemical Novelties and Toilet Preparations, the Dyer, the Electroplater, the Enameler, the Engraver, the Provisioner, the Glass Worker, the Goldbeater, the Watchmaker and Jeweler, the Ink Manufacturer, the Optician, the Farmer, the Dairyman, the Paper Maker, the Metal Worker, the Soap Maker, the Veterinary Surgeon and the Technologist in general.

A book to which you may turn with confidence that you will find what you are looking for. A mine of information, up-to-date in every respect. Contains an immense number of formulas that every one ought to have that are not found in any other work.

10,000 PRACTICAL FORMULAS AND PROCESSES
THE BEST WAY TO MAKE EVERYTHING

One Useful Recipe Will Be Worth More Than Ten Times the Price of the Book

Orders will be received, accompanied by M.O. or cheque, at the office of The B. C. Pharmaceutical Record, 589 Johnson Street, Victoria, B. C.

Readers of this Magazine know that—

If low, order from your
wholesaler, or

NORTHROP & LYMAN
CO., LTD. - Toronto

Dr. Thomas' Eclectric Oil
Miller's Worm Powders
Parmalee's Vegetable Pills
Kellogg's Asthma Remedy
Graves' Worm Exterminator
Holloway's Corn Cure

are staples without which no stock is complete

You'll find pleasure and profit in selling—

Day Dream Toiletries

Because—Day Dream satisfies your customers.

Because—Day Dream is easy to sell having long been Internationally advertised.

Because—Day Dream is uniformly and liberally profitable.



Ask our salesmen to show the complete line
and our special Direct-to-Consumer
advertising, which helps
you sell the goods



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Windsor, Ontario