

clerks for going into other lines of work for which they receive oftentimes a better salary for less hours' work, and incidentally have time to get acquainted with their families.

From a financial standpoint, the best drug stores today are the ones which have the best business management, together with a large number of good paying side lines.

By the best business management I do not mean simply good buying at low prices; while this is essential, it is not all that is necessary by any means. To do a successful and profitable drug business, quite a number of other things are essential besides good buying.

Every live druggist should take time to be an active member of the Business Men's Club, Chamber of Commerce or other organization representing the business men of all lines in his city. He should be a booster for anything for the good of his home town, either for bringing in new business or for making it a better city in which to live. Don't be a stranger to your own competitors or the other merchants, but meet with them and discuss trade conditions. Let them know you are alive and interested in any of the good things they are doing. More than this, when the occasion arises, help them with your money to the extent of your ability, and by all means give cheerfully when you do give.

WILL THEY FIGHT?

The United Kingdom is a big attraction for American manufacturers of proprietary medicines. The latest to come to us are those who offer their goods upon some plan in which cooperation or profit-sharing is held out as the feature. "Rexall" came to us about a year ago, and the fact was not ignored by their competitors in the United States, who were not slow to realize that if there is anything here for "Rexall" there might also be for them. So now we have "Nyal" proprietaries offered to the trade. "Nyal" (New York and London) have made a beginning in Ireland, where they are not bothered with medicine-stamp duty nor with National Insurance Act medical benefit. So far British manufacturers and wholesalers have not worried themselves about these cooperative or profit-sharing ventures, but it is just as well that we should note that another bird from the eagle's brood has come to our shores. In the past some of these high fliers have come to stay.—*The Chemist and Druggist*.