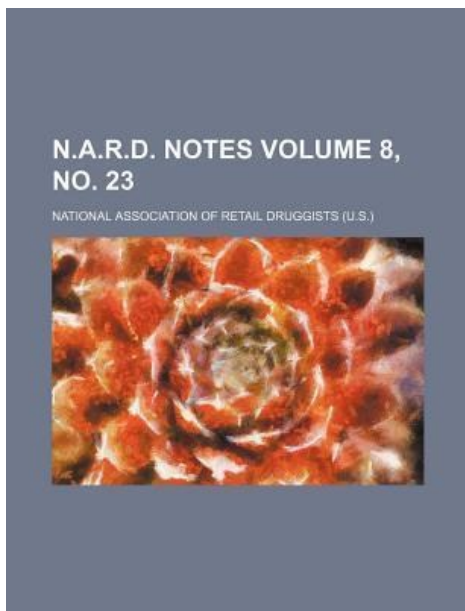


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National Association of Druggists



This historic book may have numerous typos and missing text. Purchasers can download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1909 Excerpt: ...an illustration, I was in a store recently when a well known preparation which costs wholesale \$1 per doz. was called for and the same sold for 10c, and when I called the druggists attention to the fact, his reply was. Oh, well, that is 20 per cent, which is a good profit. Now in reality he is getting 16 2-3 per cent and if cost of doing business is considered as it should be, he is selling at a loss. Editor NOTES: --In your issue of July 29th appears an article by F. W. Albert of Brookfield, Mo., entitled Co-Operativism, So-Called, Going to Seed, in which the author condemns a class of so-called co-operative exploiting, What they are pleased to term exclusive agencies. Mr. Albert is right in his conclusion that such much-vaunted exclusive agencies are a sham and a delusion and that they are harmful rather than helpful to the retail druggist. After exposing the fallacy of the sole agency fakes, Mr. Albert adds: But you didnt have grit enough to start a co-operative scheme of your own--not as individuals, but collectively. All you need is a little faith in yourself and some in your brother druggists. Be square. Why not start a co-operative concern of your very own with every druggist in the country as a stockholder? A fifty-dollar subscription from each druggist would give you a working capital of \$2,350,000 and would give you forty-five thousand agencies, each one boosting and booming the same line, and youll get back twice the amount you subscribed the first year. Therell be more uniformity: youll be in position to compete with the manufacturing houses: youll control things in place of being controlled. Stiffen that backbone, absorb some grit, get some nerve and fight for wh...

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